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# THE AMERICAN

## ELEVATOR AND

# GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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VOL. XLII

431 South Dearborn Street, Chicago, Ill., August 15, 1923

NO. 2

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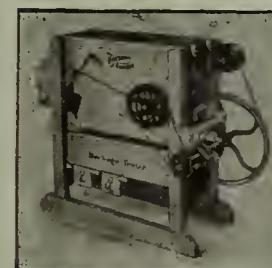
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### Movement of Grain and Hay During the Year 1922

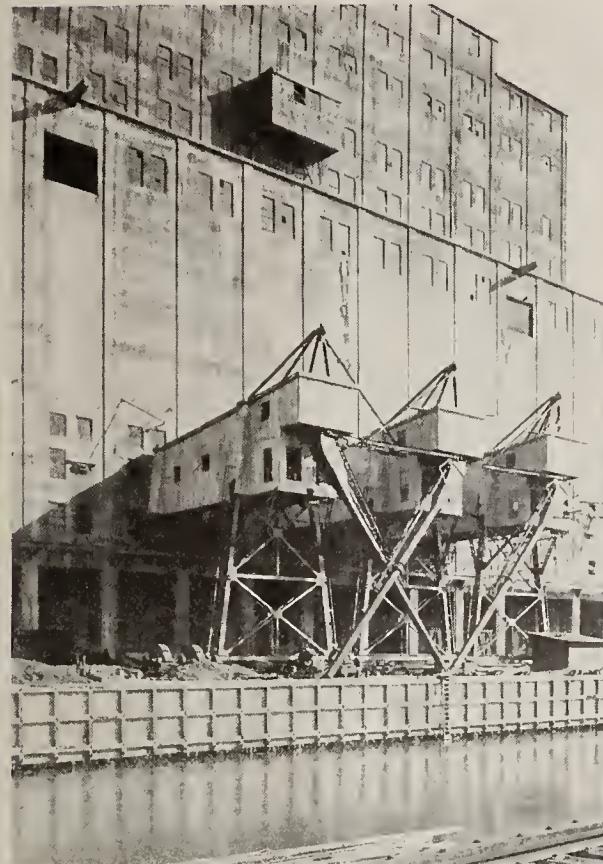
	Receipts	Shipments
Corn . . . . .	21,274,000 bushels	13,588,800 bushels
Oats . . . . .	9,893,000 bushels	7,659,000 bushels
Wheat . . . . .	3,301,600 bushels	1,538,500 bushels
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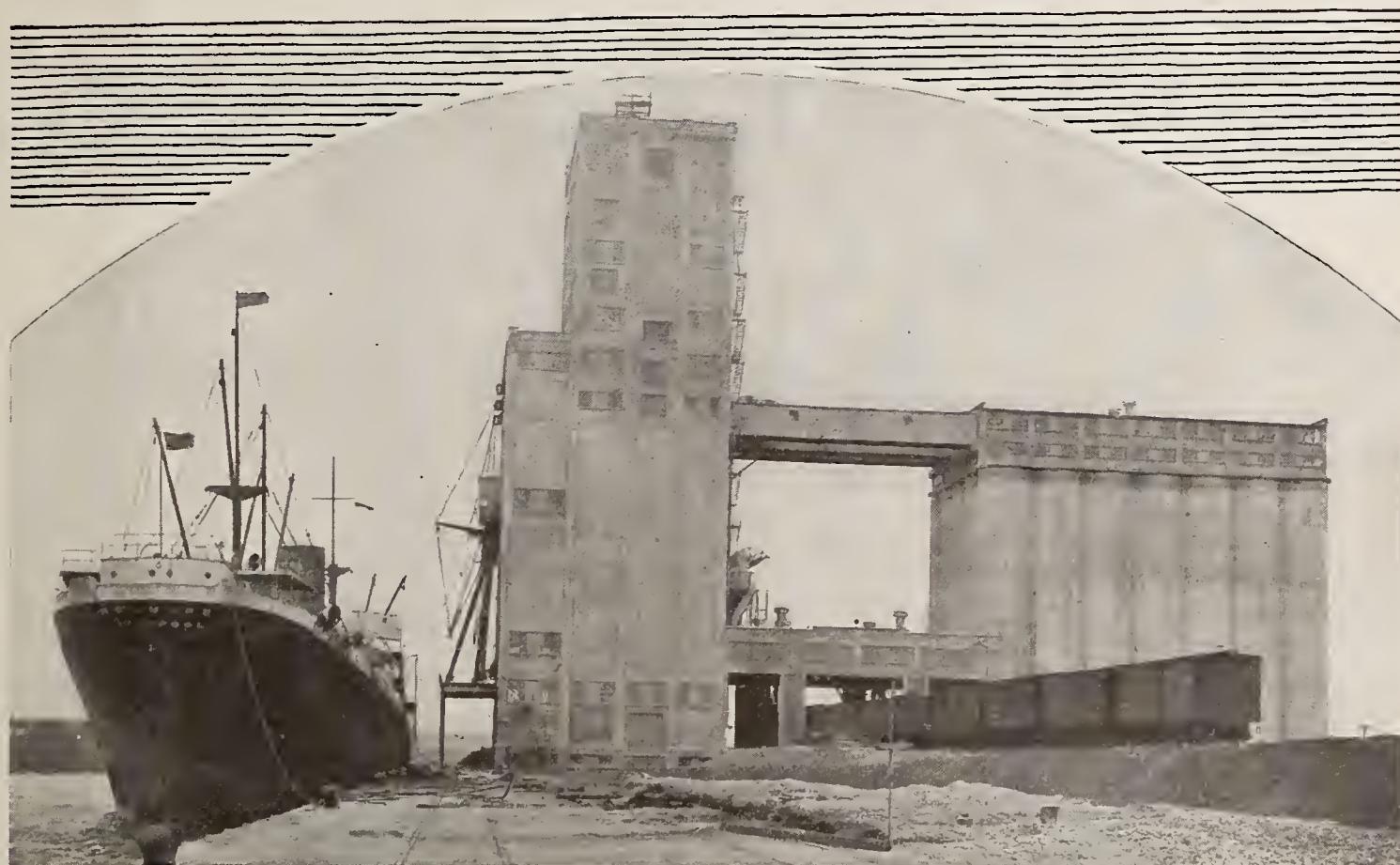
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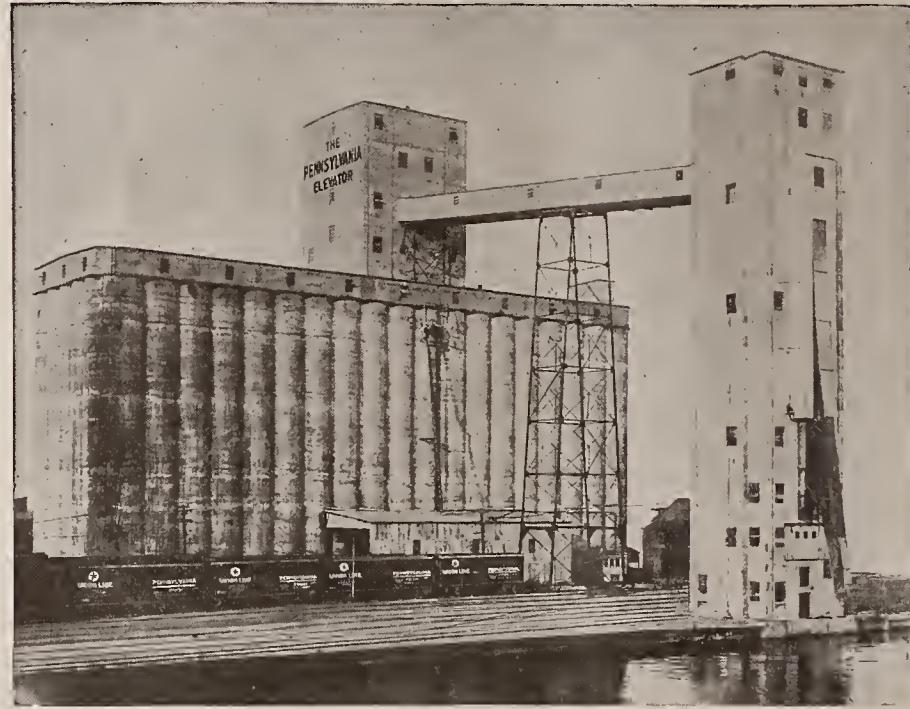
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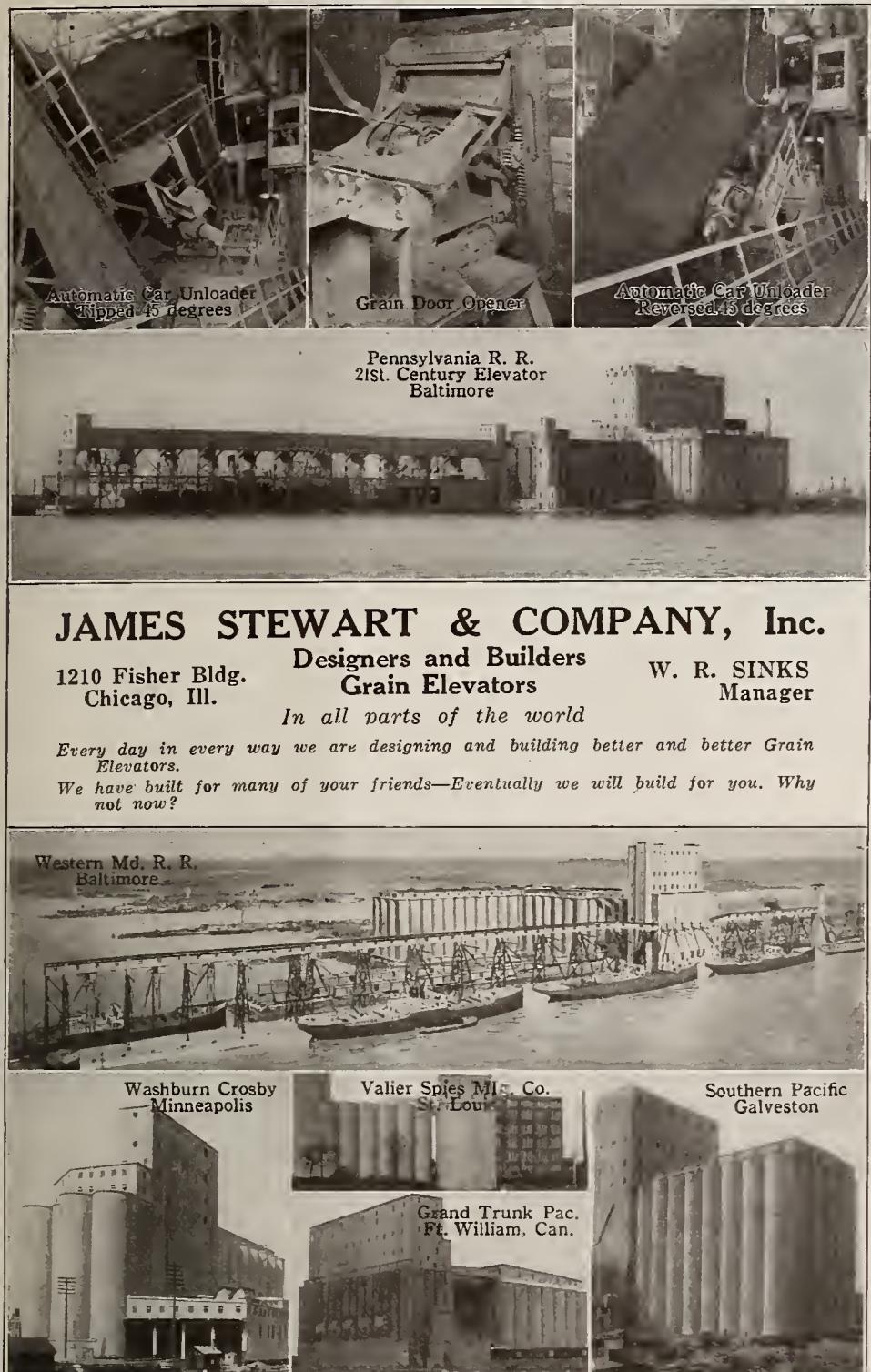
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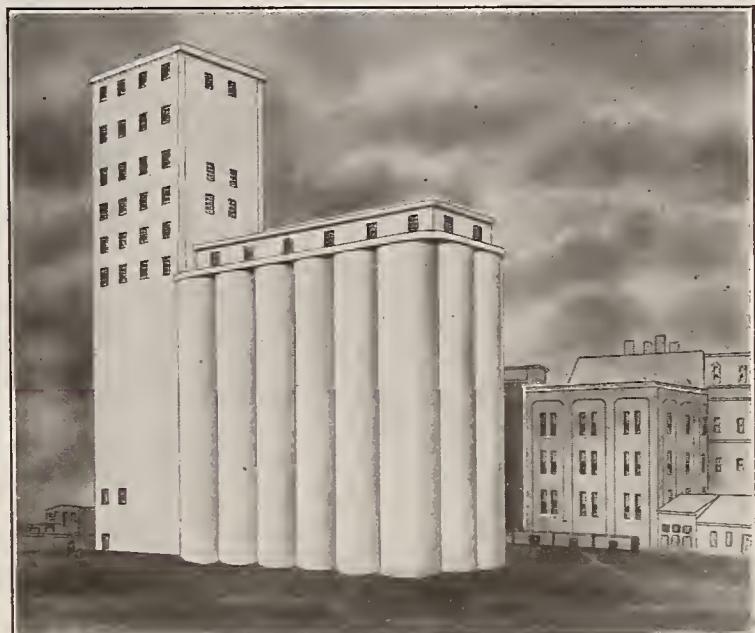
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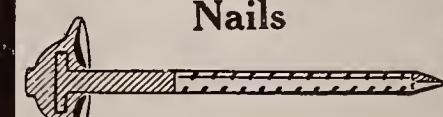
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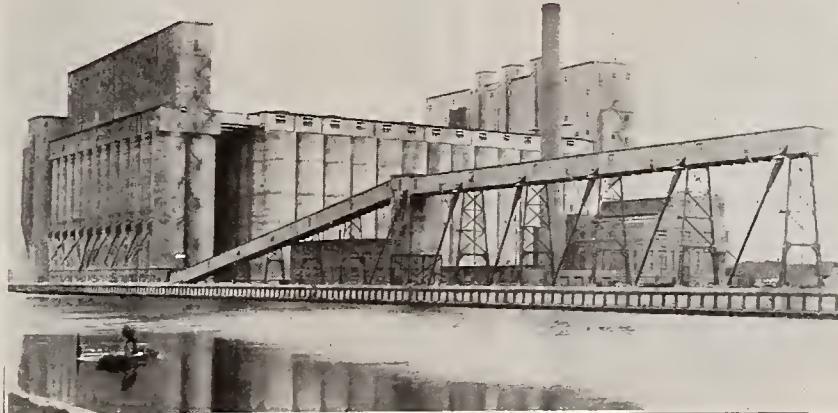
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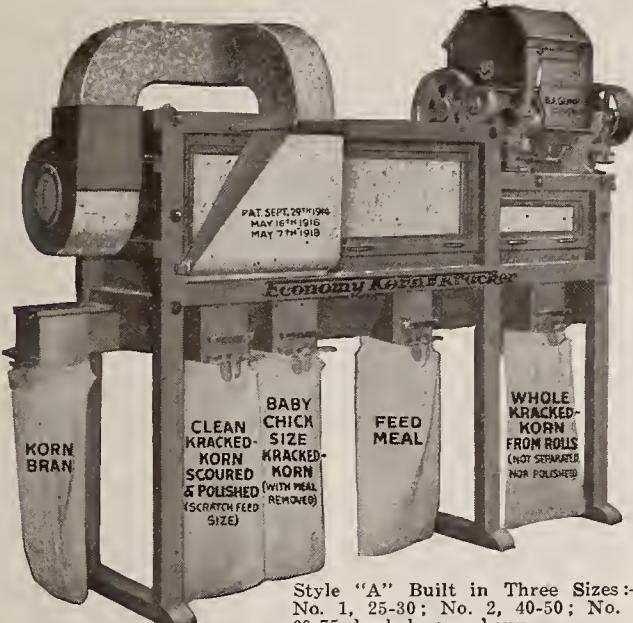
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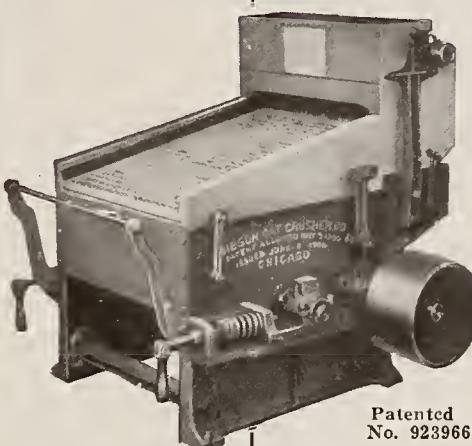
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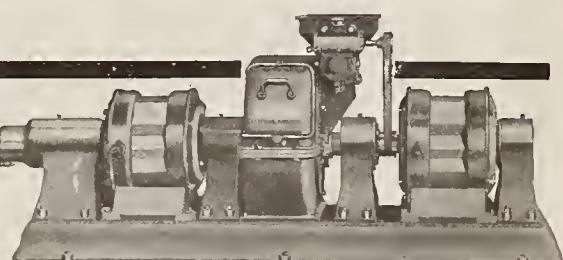
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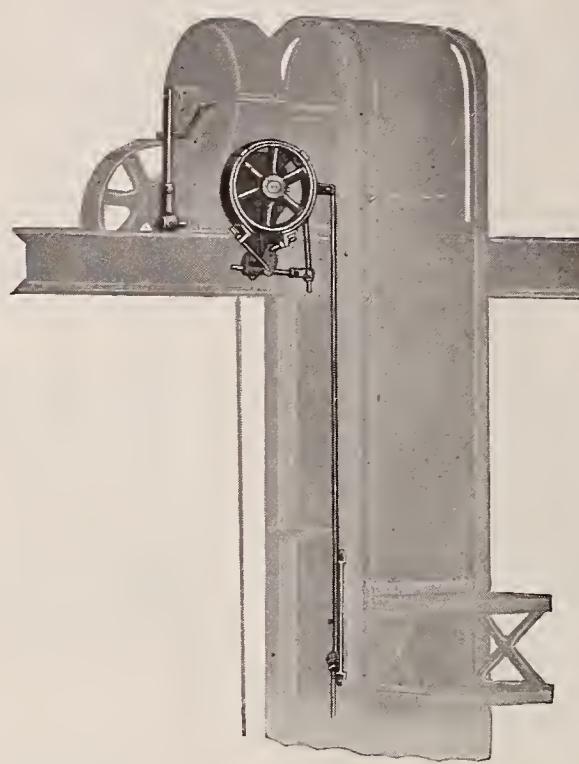
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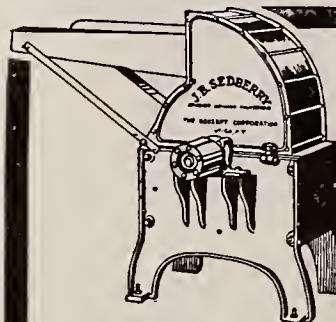
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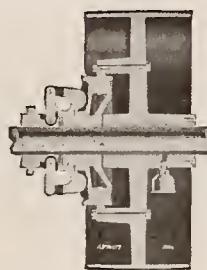
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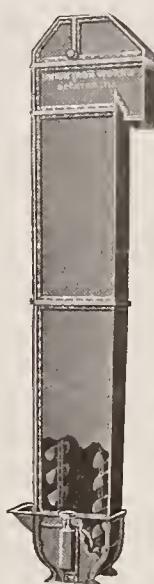
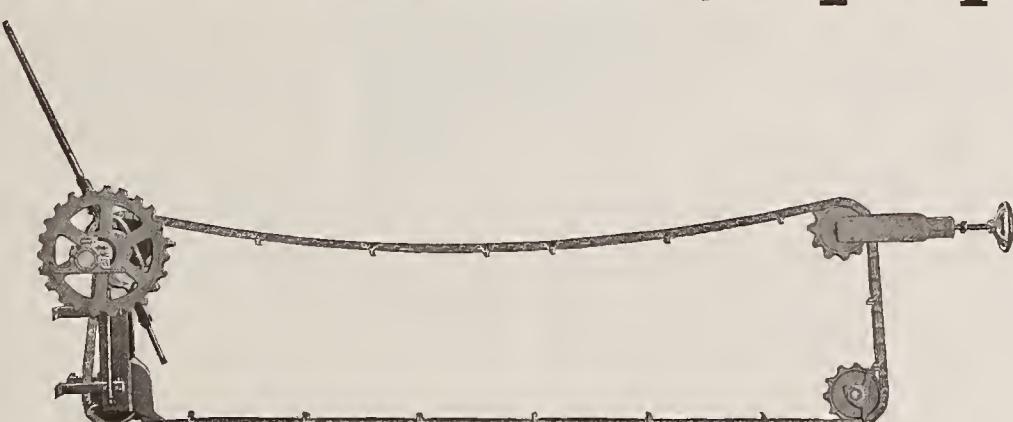
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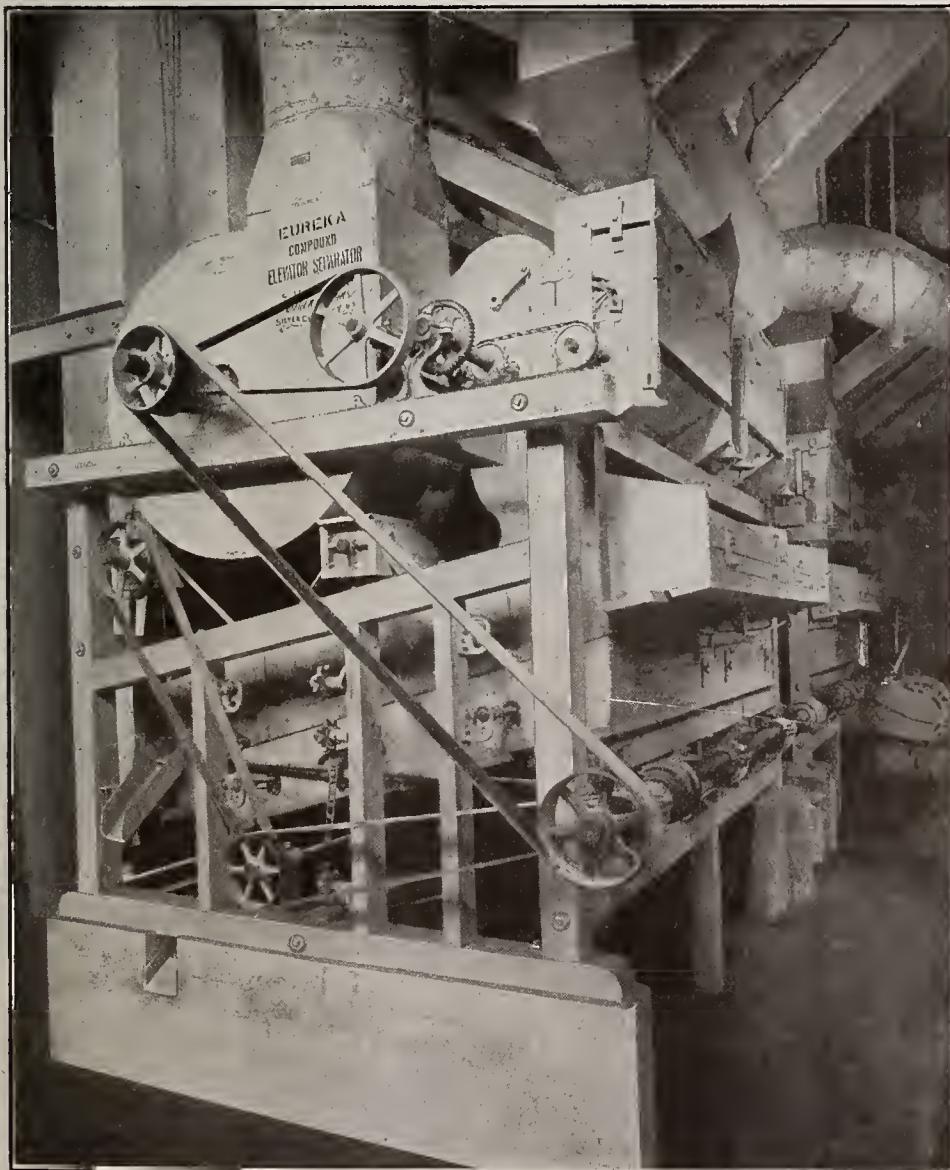
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Said to be the world's fastest working house. In its construction are embodied all the latest ideal features, including of course

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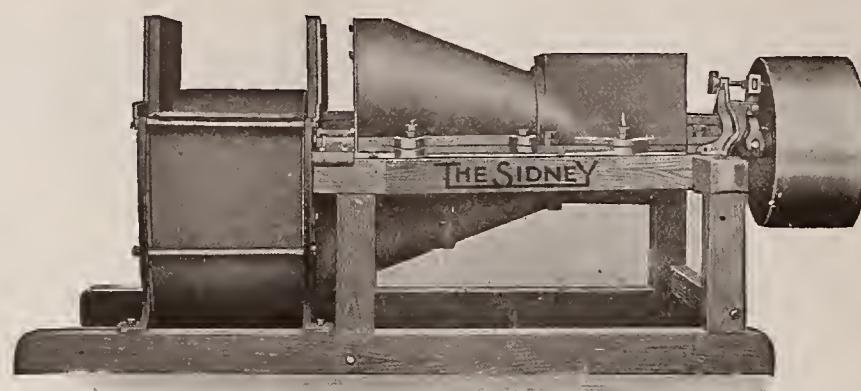
These machines are raising export wheat two grades. If you too want a good separator

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The Sidney Combined Sheller and Boot without take-ups on boot is a combination of the regular Sidney Sheller and Standard Cast Iron Elevator Boot requiring no expensive hoppering and eliminates deep tank or pit under elevator. It is guaranteed to work successfully on corn in any condition.

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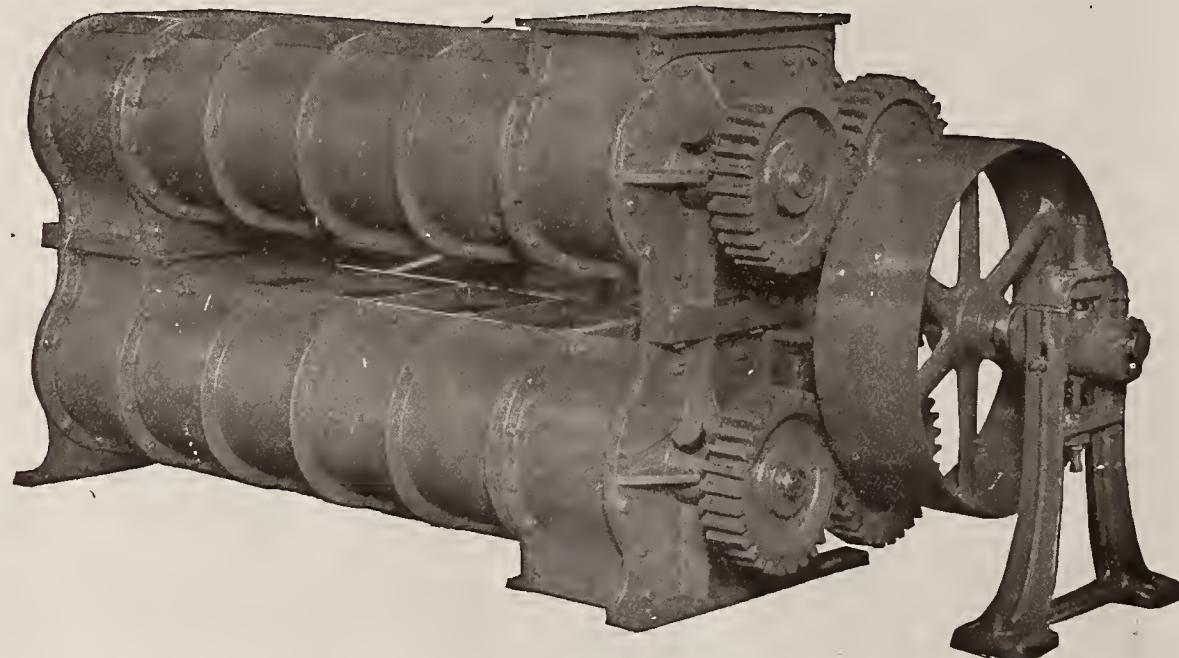
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One of the most exasperating and costly characteristics of molasses feed is its tendency to cake when placed in store.

This is a condition which is entirely due to improper mixing. By that, we mean the molasses is ordinarily applied to the surface of the feed instead of being completely absorbed, resulting in a sticky mass.

The Ellis Molasses Mixer eliminates the sticky nature of the product by mixing the feed and molasses under pressure. As a result the molasses is forced or pressed completely into the structure of the feed. The stickiness disappears and the feed is quite granular and free from lumps.

It is not unusual to add 40 per cent of molasses with an Ellis Mixer and produce a feed in excellent condition for indefinite storage.

**Complete Particulars on Request**

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# Morse Chain Drive Meets Crisis Successfully

**Western Maryland Elevator at Baltimore Handles Its Own and Also all the Grain Traffic Moving Over the Baltimore & Ohio Lines for Export**

BALTIMORE has been one of the leading grain export ports of the country since colonial times. Its elevator capacity has usually been adequate, but sometimes barely adequate, so the elevator builders at the port have planned with the idea in mind of always being able to meet a crisis; to take care of any congestion such as has occurred from time to time in the past. These plans have been more concerned with speed in handling and reliability of performance than with enormous storage space which proves a white elephant in slack times. A new crisis appeared last year when the B. & O. Elevators burned. Arrangements were immediately made to handle the B. & O. grain traffic through the Western Maryland Elevator at Port Covington, Baltimore.

This was asking a great deal, even of a 4,000,000 bushel house. It was not so much a question of capacity, as it was of handling, but the elevator was built for speed and service and is electrically driven. There was power enough in the 52 Allis-Chalmer motors ranging from three to 500 horsepower each; motors have reached a high state of perfection and are more or less standardized to conform to every new development in electric power. But power transmission is not standardized. There are a dozen widely current ideas of what is best. In a crisis such as Baltimore faced, however, theories and experiments are not enough to go upon. The port could not afford to take chances on the

the storage annex were built by James Stewart & Co., Inc. The receiving capacity is 240 cars per day, and the shipping capacity is 720,000 bushels per day. There are five elevator legs, two for receiving and three for shipping, each with a capacity of 15,000 bushels per hour.

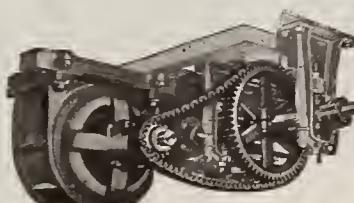
In the original house there were 22 belt conveyors aggregating 13,000 feet of conveyor belting, and the several units are distributed as follows: Eight conveyors on the bin floor, four in the galleries, and

is that the receiving conveyors, instead of being known by number or letter, are given names; one is known as "Texas" and the other as "Baltimore." The two lines of bins supplied by these conveyors are also known by those names, so there is no chance of directions being mistaken, even when given over the phone. Throughout the house a system of colored lights indicates the route of a parcel of grain, so no confusion can exist once it is started on its way.

The house is equipped with a Morris Drier and a two-unit Hess Drier. An unusually complete and thorough dust collecting system keeps the house free of the dangerous dust, discharging into a dust house at some distance from the elevator, or directly into cars, after first going through a separator that takes all light and broken grain from the dust. Five Fairbanks Hopper Scales, one at the head of each leg, takes care of the weights, and grain is cleaned over two Invincible Cleaners that can handle 144,000 bushels per day.

The shipping gallery paralleling the dock can reach five steamers at one time. There is a depth of water of 30 feet at low water so that vessels of any size can berth and receive full cargoes. Three ordinary boats can be loaded in a day of 10 hours and it is unlikely that any steamer will have to wait for its cargo.

This will only be possible with the full coordination of every unit of the house, and this coordina-



MORSE DRIVE FROM SUSPENDED MOTOR

10 in the basement. The distributing conveyors in the galleries and the shipping conveyors in the basement are, of course, extended by similar units in the new annex. A marine leg with a capacity of 3,000 bushels per hour, is installed to take care of bay boats that bring bulk grain grown on the shores of Chesapeake Bay.

The car unloading equipment is particularly efficient. Each of the eight unloading sinks has adjacent to it a Webster Self-propelled Unloader, each equipped with a Clark Power Shovel. A line



WESTERN MARYLAND ELEVATOR AT PORT COVINGTON, BALTIMORE, MD.

failure to transmit the energy of a motor to the working unit which it controls. It is significant, then, that the elevator selected to bear the enormous burden imposed, is equipped with Morse Silent Chain Drives from all the motors. Through years of experience Morse Drives have established a reputation of holding up under strains which would be too much for most forms of transmission. Apart from their economy of operation, they are recognized as being the most faithful and uncomplaining servants of man, and they have proved their worth in many critical junctures similar to the one at Baltimore.

In every other respect, also, the Western Maryland Elevator is equipped to handle its responsibility. The house originally had a capacity of something over 2,000,000 bushels. There has just been completed a storage annex, bringing the total to 4,000,000 bushels, and plans are under way for another enlargement which will ultimately give the house 6,000,000 bushels capacity. The house and

of cars is shunted along the continuous track sinks and no spotting of cars is necessary, neither has a car to be uncoupled and pushed away from another car to arrive at an unloading sink. The string of cars stands coupled together on the unloading track and a Webster Unloader, moving under its own power, runs alongside a car. The grain is speedily pulled out, after which the unloader travels along to another car. On each of the four unloading tracks there is room for 40 cars set for unloading and for 40 empties beyond the sink, so that there is little chance of cars waiting to unload so long as there is storage capacity in the house.

Another feature of the receiving system which makes for efficiency by the elimination of errors,

tion depends absolutely on the unfaltering service of the Morse Silent Chain Drives. Capacity, equipment, and the elevator design would be impotent to meet the present crisis. Only the application of power when and wherever wanted will serve the need of the hour. The elevator accepted its responsibility with the utmost confidence, for it knew the capability and dependability of the Morse Drives. And it knows, too, that the scientific construction of the silent chain delivers every ounce of its rated power without the slip and creep attending the use of belts and without the wear and upkeep expense of ropes. The chain drive has all the flexibility of belts and is at the same time as positive as a gear. It works silently, efficiently, dependably, and there is reason for the greatest

engineers specifying it in their equipment program. The drive does most for the least. With an elevator thus equipped to handle export grain Baltimore is in a position to handle efficiently all the grain that is tributary to it.



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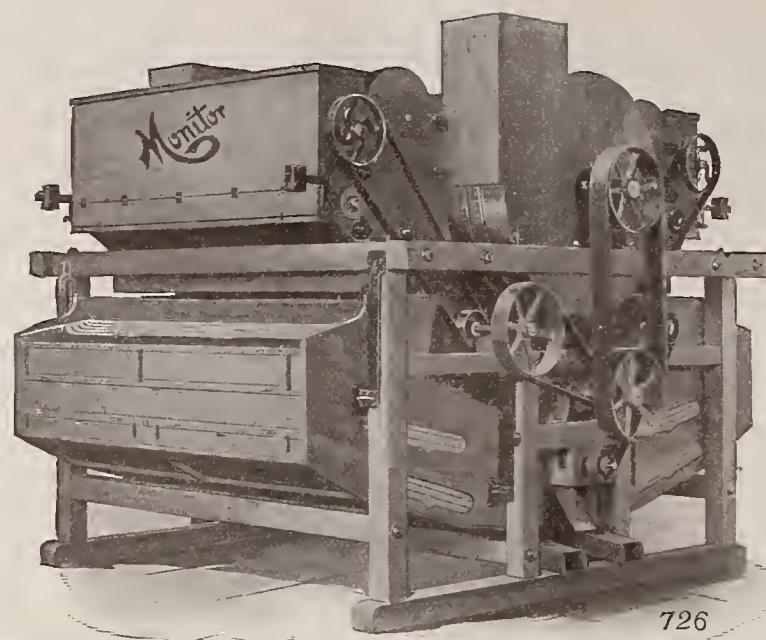
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It's some quantity but it can be cleaned on one machine. And that machine requires an astonishingly small floor space considering its output.

The MONITOR Double Warehouse and Elevator Separator in its largest size, will deliver 9,000 bushels of well cleaned grain per hour. Or it can be had in a size that will deliver 1,800 bushels hourly. Or it can be had in the right size to handle any amount between. It's really two machines in one. There are two shoes, hung in one frame, each with the usual full complement of screens. It has its air separation or can be furnished with the double air separation. It has two feed boxes, one for each shoe, each automatic in its action. In fact, it has everything that a well designed cleaner should have and it delivers the goods.

It's just the thing for the house with limited floor space where capacity must be increased.

Would you like larger cleaning capacity if you had the available floor space?

Here's a way to get it.

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English and Foreign  
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year.

Established in 1882.

VOL. XLII

CHICAGO, ILLINOIS, AUGUST 15, 1923

NO. 2

## Storing Grain for a Great Modern Flour Mill

Grain Handling Equipment of the Kansas Flour Mills Company of Kansas City Insures a Constant Supply of High Quality Wheat Used in Making Bake-Rite Flour

ADEQUATE grain supply, not only at the threshing season but throughout the year, is a problem which milling companies all have to meet and many of them find difficult of solution. Recent changes have brought new phases into the problem and the years make it more and more complex. Since the tariff has shut out Canadian Wheat for the northwestern mills, and they grind more than our own states can supply of Hard Spring wheat, the northern milling companies have drawn strongly upon the Hard Winter wheat of the Southwest for their supply and recent freight rate changes have made it comparatively easy for them to ship in

handle a great volume of grain in a commercial way, reserving only the best that comes to them for the use of the milling company. They serve a valuable function in the selection of superior grain, and also serve as reserve storage plants, holding their milling wheat until it is called for by the company. The Kansas City plant and the country mills have an aggregate capacity of over 2,000,000, but as it is scattered over a wide territory where conditions differ materially, there is no time during the entire year when some of the country elevators are not receiving grain from the farmers. For this reason the scattered storage capacity of the milling com-

roof. A basement with a 20-foot ceiling occupies the entire area under the working house. In the working house are 15 square and rectangular bins with a total capacity of 67,000 bushels. There are two storage annexes. Annex "A" is on the north side of the workhouse and is 65 feet long by 42 feet wide and 95 feet 6 inches high above the bin bottoms. In this annex there are six cylindrical bins arranged in two rows of three bins each, with two interspace and four outerspace bins. The total capacity of this annex is approximately 150,000 bushels.

Annex "B," the larger of the two, is located on the



PLANT OF THE KANSAS CITY FLOUR MILLS COMPANY WITH TOTAL GRAIN STORAGE CAPACITY OF 515,000 BUSHELS

wheat from Kansas to Minneapolis and other northern points, and still meet the competition of the Hard Winter wheat mills of the Southwest.

With their supply threatened by exporters and northern millers, Kansas mills have had to take energetic steps to protect their own wheat supply. Among the leaders in this respect is the Kansas Flour Mills Company of Kansas City, whose great new mill and elevator in that city is shown in the accompanying illustration. Besides the storage facilities connected with the mill, the company operates 160 country elevators scattered throughout the Hard Winter wheat belt. These country houses

pany is of greater value than if it were consolidated in one mammoth plant where storage cost runs into such large figures.

The immediate storage capacity at the mill is ample, for, including the tempering and storage bins within the mill itself, about 515,000 bushels of wheat can be accommodated. The plant was built by the Burrell Engineering & Construction Company, and is admirably arranged for convenient handling and for great expansion should the requirements of the mill make this necessary.

The working house of the elevator is 42 feet square and 136 feet high from the first floor to the

south side of the working house, and is 88 feet long, 42 feet wide and 95 feet 6 inches high. The bins space is divided into two rows of cylindrical bins with four in each row, three interspace and six outerspace bins. The whole has a capacity of about 208,000 bushels. Under both the annexes is a full basement with a ceiling nine feet high.

On the west side of the working house is a covered track shed 88 feet long and 38 feet wide and containing two tracks, each having a car dump with a capacity of 2,000 bushels. The dumps are hopped, emptying directly to a 36-inch conveyor belt below, which carries the grain to the receiving leg.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

The track shed is equipped with a car puller operated by a 30-horsepower motor which has sufficient capacity to move 10 loaded cars at one time. The power is transmitted by silent chain drive. There are two double power shovels mounted on brackets connected to steel columns and driven by direct connected motors.

There are four elevator legs in the house, a receiving leg and two loftier legs, all of 8,500 bushels per hour capacity; and a screenings leg of 2,000 bushels capacity. The receiving leg takes the grain from the receiving conveyor and elevates it to a double garner which leads to the 2,000-bushel hopper scale. From the scale the grain is distributed in three ways: To a shipping bin; direct to loftier legs; or to the cleaners. The latter are on the first floor and are No. 10 Invincible Separators. The cleaned grain goes to the loftier legs and is then distributed to storage or milling bins. Two 30-inch belt conveyors with trippers carry the grain through a gallery over the storage bins and similar belts in the basement bring it out of storage for use in the mill. The screenings from the separators are lofted by the small screenings leg of 2,000 bushels per hour capacity and sent to a special bin reserved for the purpose. The receiving and loftier legs have head pulleys 72 inches in diameter and with a 24-inch face, while the screenings leg pulley is 36 inches with a 12-inch face. The elevator belting in the large legs is 26-inches wide and has a total length of 925 feet. The small leg has 270 feet of 20-inch belting. All the belts in the house, including elevator, conveying and power transmission, were furnished by the Hamilton Rubber Manufacturing Company. The Barnard & Leas Manlift which operates between the first and the top floors of the working house, requires 280 feet of belt. There are 833 feet of 30-inch 8-ply conveyor belting and 76-feet of 36-inch 6-ply conveyor. All the transmission except that already mentioned is by belt, also furnished by the Hamilton company, all the conveying machinery was furnished by the Weller Manufacturing Company, while the Weller Metal Products Company supplied all the sheet metal work.

The plant throughout is of reinforced concrete construction and is protected with a comprehensive dust collecting system. The plant is electrically driven throughout, 17 Allis-Chalmers Motors in the elevator supplying 300 horsepower. The motors are of various capacity but all are of approved design.

The mill proper is of great interest to millers because the Allis-Chalmers equipment is of the latest design and plan. To the grain trade its chief points lie, perhaps, in the connection with the elevator and the storage facilities it employs in connection with the milling process. The building is 204 feet 6 inches long and 64 feet wide and is eight stories high with a full basement, having a total height of 137 feet from foundation slab to roof. There are two 8-foot loading platforms with roofs and a tunnel eight feet wide and seven feet high connects the mill and the elevator. On the north end of the mill there are 70 bins, 104 feet high, with a total capacity of 90,000 bushels. These are used for tempering the wheat to make the outer coat of bran tough so that it will not shatter to powder when it goes through the rolls and spoil the color of the flour. Damp, tough bran comes off in broad flakes. At the opposite end of the mill are more bins, as can be seen in the illustration, but these are for flour, and do not concern us.

The grain storage, handling, and shipping facilities of the company are unusually complete, as they must need to be for a company which claims to be the largest Hard Winter wheat millers in the country. That is a big order, but the Kansas Flour Mills Company is equipped to fill it, so far as its grain supply is concerned.

GERMAN grain importers have contracted for 12,795,000 bushels of rye from Russia to be delivered during the coming year, according to a cablegram received by the Department of Agriculture from its representative in Berlin. The German Government has advised that the contracts have been made and that part payment is to be made in goods.

## WHEAT CURRENCY

Wheat currency has been adopted in Hungary as a substitute for the fluctuating kronen. The New York *Economist* explains the system of using wheat as a basis for all business, and it is a development of great interest.

Since the granting of loans has proved highly detrimental to the lender for the reason that his claim, nominally in kronen, is repaid in money, the purchasing power of which continually declines, the available cash in the banks has declined to an alarming extent.

These circumstances, due to the fluctuations of the kronen, caused the adoption in Hungary of the price of wheat as a standard of value. The transition to a wheat currency began with the fixing of the rent for land in wheat, then followed sales of goods on the same principle. The Government assessed the amount of the land tax and of the redemption value of land under the land reform scheme at the current price of wheat. Domestic servants and farm laborers stipulate for the payment of their wages in wheat; in villages rent is paid in wheat; the office having charge of orphans contemplates insuring in terms of wheat their wards' funds against depreciation and certain factories will only deliver agricultural machinery against payment in wheat value.

The wheat currency has even extended its triumphal progress to banking. The Hungarian-Italian Bank has, first of all the leading Budapest banks, put into practice the idea of valuing deposits and loans at the basis of the current price of wheat.

As a result of this well-considered experiment, property in kronen is stabilized in wheat values. Wheat deposits serve as advance to agriculture. The unit of value is the cash quotation on the Budapest Bourse for 76 kg. of wheat. On making deposits bankers' certificates are issued, due for payment at the same time as the deposits. The latter are deposited for 6, 9 or 12 months, and bear interest respectively at 4½, 5 or 6 per cent, according to the length of the deposit. The interest also is reckoned in terms of wheat. The repayment of deposits is based on the average price of wheat for the previous month. The bankers' certificates are payable to bearer and are negotiable. The minimum deposit is calculated at 5 quintals of wheat. Wheat loans are granted to landowners, tenant farmers and wine growers for the purpose of their business. The value of the wheat loan is calculated on the basis of the previous day's wheat quotation on the Budapest Exchange. The interest is 8 per cent and the terms of the loan are respectively 6, 9 and 12 months.

Following the example, other big Budapest banks propose to introduce the new currency into credit and loan business. The Association of Savings Banks in Budapest has thoroughly considered the issue of bank certificates representing the standard value in order to increase deposits. The decision taken is not for a uniform but an optional standard of value. Some of the banks are in favor of wheat value, others prefer a gold or dollar standard. But financial experts have advised against the latter, as long as trade in foreign currencies is restricted. The more cautious fear, after the restoration of free dealings in foreign currencies and bills, sharp rise in gold and dollar quotations and a consequent disturbance of krone rates. The Pester Vaterlaendische Erste Sparkasse is said to be about to issue bankers' certificates in terms of wheat values. Finally, the Government is to introduce a bill in the National Assembly regarding the issue of wheat bonds.

Finally, as against the assumption that the price of wheat has hitherto approximately adjusted itself to the depreciation of the Hungarian krone, attention should be called to the disproportion between the values of gold and wheat. The output of gold being limited assures the stability of its value. The price of wheat, however, depends upon the result of the harvest in each year, and therefore upon the chance and the possibility of its depreciation on the world's market. So the anomalous situation may occur that, in contradiction to previous ideas—a

good harvest may prove a financial disaster (and a bad one, a benefit) since with an abundant yield the price of wheat and corresponding value of the krone will fall. One will not be far from wrong in estimating this experiment of the wheat currency as a skillful and temporary expedient for the purpose of mitigating the disadvantages of the fluctuations of the krone, but in the end, the currency system can only be established on a gold basis.

## FEEDING WHEAT

C. G. Elling, swine specialist of the Kansas State Agricultural College, and H. Umberger, head of extension work in Kansas, are advocating the feeding of wheat to hogs as a substitute for high priced corn. Mr. Elling says:

"At present prices wheat will produce pork \$2.26 per hundredweight cheaper than corn. Wheat at 70 cents per bushel will produce 100 pounds gain on 100-pound shoats at a cost of \$6.06, while corn at 90 cents per bushel will make 100 pounds gain cost \$8.32 when both are fed with 10 per cent tankage ration. Six and two-thirds bushels of wheat and 40 pounds of tankage are equal to seven and one-seventh bushels of corn and 54 pounds tankage. Without a tankage supplement in the ration wheat is likewise superior to corn."

"So far as cost of production is concerned nothing is gained by mixing wheat with corn half and half. There might, however, be a slight difference in the quality of the pork. Wheat is richer than corn in protein, but for the most economical gains a protein supplement is necessary. Hogs on pasture will do well on 5 per cent tankage ration with wheat. Shriveled wheat runs higher in protein percentage than wheat of high grade."

## GRAIN FUTURES ACT AND THE WHEAT PRICE

In a telegram to the Secretary of Agriculture, dated July 26, George S. Bridge, chairman of the International Grain and Hay Show, calls attention to a statement made before the National Hay Association convention by Bert H. Lang, vice-president of the First National Bank in St. Louis, to the effect that first-aid relief to the wheat farmers may be given by the Secretary of Agriculture, saying to the grain trade "that for a given period, for example until July 1, 1924, he will not apply the authority vested in him through the Future Trading Act (Grain Futures Act) in restricting the volume of trading \* \* \* and the American speculator who now believes that wheat is below a fair and equitable value will immediately come into the market in a volume that will absorb these daily hedges that are now exercising such a depressing effect. Such action in my judgment would tend to strengthen the confidence of the American flour buyer and without question it would have a most wholesome effect on the foreign buying mind. My critic may reply that there is no restriction or restraint on trading at the present time, and my reply is that he is technically correct, but there is a natural restraint that comes through fear of a definite ruling temporarily held in abeyance. What the trade wants is concrete assurance that it will not be interfered with in its investment in a trading commodity which it feels is now selling at a price out of line with everything else in the commodity world."

Acting Secretary of Agriculture C. W. Pugsley sent the following statement in reply to the above telegram: "There is no contemplated ruling being held in abeyance. As you state, there is no restriction or restraint in the form of an arbitrary limitation on trading at the present time, and there is none in contemplation. Furthermore, notwithstanding similar agitation in the grain trade for the past several months, our records now show that total volume trading in May wheat futures was in excess of same month in two preceding years. When present regulations under Grain Futures Act were promulgated Secretary Wallace issued a statement deprecating the persistent rumors which have come out of some markets to the effect that administra-



## Preventing Another Dust Explosion

The Northwestern Elevator at Chicago Provides Extensive Means for Cleaning Up the Static Dust

THE dust explosion which wrecked the Chicago & Northwestern Elevator at Chicago two years ago is known to practically every elevator operator in the country. The 10,000,000-bushel house had been operating only a short time and it was supposed to contain the best of structural material and equipment, as its design embodied the latest ideas of elevator construction. And yet it blew up with a loss of six lives and the destruction of \$3,750,000 worth of property. The explosion occurred on Saturday afternoon when most of the employes had left, or the loss of lives would have been much greater. Innocent looking grain dust,

Packers, which sacked the dust for shipment. While this collecting system provided for the removal of dust from the cleaning machines and the dust swept up from the floor when the plant was being cleaned, no arrangement was provided or permitted by which grain on entering the house could be cleaned, nor was suction applied on the elevators or the conveyors."

When the elevator was reconstructed a new system of pneumatic sweeping was installed. It is described by F. C. Allen, Jr., who figured in the designing of the new system:

The usual practice in removing accumulations of static dust is to sweep the floors with brooms or to brush the dust down from other parts of a building and deal with it a second time after it has reached the floor. In cleaning the floors of a grain elevator, where large quantities of dust gather, it is not possible to do the sweeping with ordinary brooms or brushes without raising great clouds of dust which must again settle—no matter how many times this procedure is followed. And because of the nature of the commodity handled in a grain elevator, the workers are not permitted to sprinkle the floor in order to check the scattering of dust.

The improved pneumatic sweeping system is virtually an application of the familiar vacuum cleaner



A SMALLER NOZZLE FOR TAKING DUST FROM LEDGES AND UPPER SURFACES OF SPOUTS

which you have seen every day in your own house, caused all the trouble.

Dust explosions have been recognized as such in grain handling plants for over half a century. The first great catastrophe to call attention to them occurred in Mascoutah, Ill., in 1864 when the Star Mill at that place was destroyed. Since then a number of costly explosions have occurred but it was not until the disastrous explosion in a feed mill at Buffalo in 1913 that steps were taken to study the subject thoroughly, and the Department of Agriculture undertook the work.

This subject of the explosibility of dust has been gone into pretty thoroughly, but it is hard to realize the force generated. Two ounces of starch will give out about 950 heat units; and one heat unit is theoretically capable of raising a weight of one pound to a height of 772 feet. When this two ounces of dust explodes in a cubic yard of air it exerts a force of 73,340 foot-pounds. This isn't guess work. It has been proved by experiment by the Bureau of Mines under direction of David J. Price. He has also found that .00176 ounce of dust in 85.36 cubic inches of air is enough to cause an explosion, and this proportion of dust is often found in elevators under ordinary working conditions.

The Northwestern Elevator, operated by the Armour Grain Company, had the ordinary dust collection system. Mr. Price, after his investigation of the explosion describes it thus: "The dust collecting system for the house consisted of an expansion chamber, cyclone collectors, and the necessary fans to blow the dust to the collectors and to convey it, after it had settled, to the dust house—a concrete building 106x28 feet located about 194 feet south of the working house. The large expansion chamber and 40 cyclones, located between the working house and the storage section, received the dust from the cleaners and the floor sweeps. Eight floor sweeps were installed in the basement and eight on the first floor, while the cupola was supplied with 16. The expansion chamber contained six vent stacks which extended above the roof level of the storage section. The dust discharged by the cyclone was blown by fans, located in the working house, to two large cyclones on the roof of the dust-sacking house. These cyclones discharged the dust to eight Monitor Dust



REMOVING DUST FROM UPTURNED METAL SURFACES

but utilized on a far more pretentious scale; and a number of the accompanying photographs illustrate the actual operation of this novel equipment as now installed in the Chicago & Northwestern Elevator. As will be seen, nozzles of different types are employed to deal with the dust according to the character of the floor or other surfaces upon which the dust is deposited. No dust is raised during the sweeping process; and it is claimed that surfaces are cleaned so thoroughly that they appear as if scrubbed with soap and water. Inasmuch as the suction operates during both the forward and the backward strokes of the nozzle, the dust-removal action is continuous. As we know, a broom is effective in only one direction. The pneumatic sweeping system not only dislodges dust but carries it off at the same time; and the suction is powerful enough to withdraw dust from cracks, crevices, and other places which are fairly inaccessible to the ordinary cleaning facilities. The bodily effort called for on the part of the operator is far less than that demanded by a man using a broom.

Where dust-collecting systems of the rather common low-pressure type are installed, the dust is drawn through the fan or exhauster and then blown onward through some sort of a dust collector. In the case of the pneumatic-sweeping equipment placed in the Chicago & Northwestern Elevator it was necessary to provide a way to sidestep the dust and to separate it from the air before the latter reached the somewhat mechanically refined centrifugal, vacuum-producing units. In other words, a comparatively high vacuum is maintained—to be specific about 11 inches of mercury, and it is

therefore necessary that the exhauster be kept clean and in a condition to work efficiently.

The exhauster units are four in number, each consisting of a Sturtevant multi-stage centrifugal operated by a 20-H. P. electric motor. The intake or suction ends of these vacuum producers are connected with a number of large dust-filter tanks which are linked with more than two miles of piping running to the various parts of the grain elevator. The latter pipes, in their turn, are fitted with numerous couplings which afford means by which suitable lengths of hose, equipped with sweeping nozzles, can be attached to the suction lines.

Inasmuch as the system is called upon to handle great quantities of dust daily, amounting to a number of carloads, it has been necessary to provide special collectors or filter tanks which would evacuate themselves continuously. This is accomplished by mechanically operated discharge locks—one at the bottom of each tank—which dump the dust at regular intervals without admitting the outside air and thus lowering the operative vacuum. The dust so discharged is immediately picked up by the auxiliary low-pressure-air conveying system which blows the dust onward and carries it from the elevator to an outlying dust house located some distance away. The filters are so arranged that any loose grain picked up by the sweepers is separated from the dust and reclaimed.

While the foregoing system answers excellently for the work required of it in the removal of bulk dust, experience has disclosed that suction is not always the most effective means by which to withdraw dirt or dust from various intricate or fairly complicated industrial mechanisms which must be cleaned from time to time. For the latter service, compressed air is peculiarly suitable, and its adaptation in this department of usefulness is steadily widening. Let us be specific. Dust in electric motors, for example, is apt to be extremely troublesome and responsible for heavy outlays in some establishments in the course of a twelve-month. This is not hard to understand. Dust induces excessive wear, leads to unreliable operation, and sooner or later causes the burning out of motor windings. To prevent the intrusion and the accumulation of dust in motors, one very large electric company developed a totally enclosed, self-ventilating type; but while that make of motors was, for



THE SYSTEM TAKES CARE OF ACCUMULATIONS OF GRAIN AND CHAFF AS WELL AS DUST

all practical purposes, substantially dustproof still other objectionable conditions were created owing to the consequent inaccessibility of the machines. As a result, the closed casing was abandoned, and compressed air is now employed instead in effectually blowing out dust and keeping the motors clean.

### VOLUNTARY POOL IN SASKATCHEWAN

The voluntary wheat pool which was at the last moment substituted for the compulsory pool, has been finally organized by the Saskatchewan Grain Growers Association. The Governments of Saskatchewan and Alberta passed laws sanctioning compulsory wheat pools but no experienced grain dealer could be induced to risk his reputation in trying to run them.

The Wheat Pool Board, organized to run the voluntary pool, consist of J. A. Maharg, president

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of the S.G.G.A. (chairman); Hon. C. M. Hamilton, minister of agriculture; George Edwards, vice-chairman of the S.G.G.A.; A. E. Wilson, Dominion seed grain commissioner and president of the Saskatchewan Municipal Hail Insurance Association; and J. McPhail, secretary. J. A. Maharg, A. E. Wilson and J. McPhail will form the Executive Committee of the Board.

The work of organizing the pool in Saskatchewan will proceed immediately. Owing to the lateness of the season, it is the intention of the Board to pro-



DUST FILTER TANK WHICH DISCHARGES INTO LOW PRESSURE AIR CONVEYING SYSTEM, NORTHWESTERN ELEVATOR

ceed to organize a strictly voluntary pool on a non-contract basis for this year. The organization of a contract pool for 1924 with an inter-provincial selling agency will be undertaken in ample time to handle the 1924 crop in conformity with the decision of the conference held in Regina between representatives of the executives of S.G.G.A., the United Farmers of Manitoba and the United Farmers of Alberta.

In connection with the formation of a contract pool, Mr. McPhail stated the Board had an open mind, and useful suggestions from any quarter would be welcome.

"If Aaron Sapiro comes to Regina next week and brings forward proposals of a practical and useful character they will no doubt be incorporated in the plans for the operation of a permanent contract pool," he said.

## DISCOUNTS AND PREMIUMS

BY TRAVELER

The reduction in premiums on No. 1 wheat will force the country elevator man to alter his method of fixing the price on different grades of wheat from the farmer's wagon.

Since the war, two customs have prevailed pretty generally with the country buyer. One was to buy on a basis of No. 1 or 60-pound wheat, and then discount three cents for No. 2; six cents for No. 3; 10 cents for No. 4 and so on down. The other way was to buy on a basis of No. 2 and add three cents premium should the wheat test 60 pounds or better.

When the farmer becomes accustomed to a certain rule, he learns to make his plans accordingly, and when any deviation is made from this rule he promptly becomes suspicious, and the dealer is put to no end of trouble and argument until he finally gets the farmer educated up to the change.

With the certainty of this difficulty confronting him, the dealer hesitates to change his method of buying until he is absolutely compelled to do so. Instead, he will try to continue the general features of the old plan, and merely alter it in certain respects so as to let himself out as nearly whole as possible.

In the case of a dealer who has been buying on a basis of No. 2, he might set his prices on basis

No. 1, leaving old discounts and premiums in force. In this way, should the greater proportion of his wheat run No. 1, he will be getting slightly the worst of it, as he will be giving the full premium of three cents for his No. 1 and getting only one or two cents in the market. On the other hand, should there be more No. 2 than No. 1 he will be at an advantage, as he will be buying his No. 2 at a cent per bushel less than ordinarily.

Should he elect to buy on a No. 2 basis, he will be at a disadvantage with the dealer who buys on basis of No. 1, as he will be quoting a lower price to his customers, which will lose him business, as the farmer is always first impressed with the higher price and does not always stop to consider the basis on which it is quoted.

Viewing the matter from the different angles, it would appear that unless the dealer is able to put in effect the same discounts and premiums prevailing in the terminal markets, it would be better for him to set his price on a No. 1 basis and then scale down according to grade.

In doing this, he should use great care in his grading, or he can easily come out at "the small end of the horn". He should keep in mind that 60-pound wheat is the bottom of the grade of No. 1 and wheat testing a scant 60 pounds will not enter that grade—nor will wheat that barely tests 58 pounds grade No. 2.

The average farmer seems to think that if his wheat tests within a quarter of a pound of a certain grade, he should be given that grade, and many dealers allow themselves to be cajoled into doing so; but this is the rankest kind of bad business, and such actions will be reflected in the profit and loss account at the end of the year.

In this connection it might be mentioned, also, that not a few dealers have this same idea, and are in constant controversy with terminal receivers as a result. It is this class of shippers that allows the farmer to wheedle them out of a grade and then use the same tactics to get it back on the other end. In addition, they make it doubly hard for the careful dealer, as the farmer will readily cite his experience with them in an effort to bulldoze the dealer into giving him a higher grade.

In the end, it all simmers down to the old motto: "There's only one way to do business, and that's the right way," and the dealer who is consistent and sticks to that motto through thick and thin, regardless of the farmers' threats to haul elsewhere, will eventually come out on top.

## RESERVE BOARD SEES FARM PROSPERITY

The Federal Reserve Board, in a review of the farm situation, sees nothing in the farm situation to warrant the pessimism which has been current for some months. This applies, of course, to farms which are more or less diversified and not to one-crop farms. The one-crop farm is always a gamble.

Ample credit is available for the orderly marketing of the output of the farm, the board declared and it stressed the importance to the farmers of the adjusted movement of their products to the markets as productive of greater returns than dumping immediately after harvest. The present strength and liquidity of the banks, the Board stated, and the added facilities for agricultural financing assure a supply of credit adequate to meet this year's seasonal requirements.

Calling attention to the bearing of the prospective returns to the farmer upon the general business situation, the Board cited forecasts of crop production and prevailing farm prices as affording the best basis for making an estimate of the agricultural outlook compared with that of a year ago.

Detailing the crop figures, the Board placed the final estimate of the total wheat production in 1922 at 862,000,000 bushels, as compared with 820,000,000 bushels for 1923 on July estimates and priced wheat at \$1.026 a bushel, in July 1922, as against \$0.951 a bushel in July 1923. Corn production in 1922, the board's figures placed at 2,890,000,000 bushels, against a July estimate of 2,877,000,000 bushels for this year, and corn prices were put at \$0.622 a

bushel, in July 1922, compared with \$0.865 in July of this year. The cotton crop of 1922 was given as aggregating 9,762,000 bales against 11,412,000 bales for 1923 on the July estimates, while cotton prices were given as \$0.204 a pound in July 1922 as against \$0.262 in July this year.

Although utilizing farm prices on July 1 as a basis for comparison of current conditions with those prevailing a year ago, the Board maintained that the July levels could not be taken as indicative of the prices the farmer will receive for this year's crops.

"Price movements," the Board said, "in the sensitive, highly organized produce markets at this season of the year are apt to reflect the attitude of the speculative dealer and are not invariably indicative of the prices that will be realized by the American farmer during his crop-marketing period. With reference to the present situation this is particularly true, in view of the many uncertain factors which must be taken into account in establishing at this time the market outlook for agricultural products."

Upon the marketing of the crops, according to the Board, depend to a great extent the prices to be obtained. In this connection it emphasized heavily the need of orderly marketing to insure a fair return to the farmers this year.

Since the harvesting of the American crops takes place during the summer and autumn months, while their consumption is distributed over an entire year, the marketing must be adjusted to the flow of products from other exporting areas and to the requirements of the consumer. In this respect there is a distinction between the marketing of such crops as cotton and tobacco, in which world supply is primarily dependent upon American production, and the marketing of wheat, which is produced in all parts of the world and marketed throughout the year.

The function of credit in the marketing of farm products is to finance the flow of products from the producer to the consumer in an orderly manner over the entire period of consumption. Products not immediately consumed are necessarily carried and financed



A MULTI-STAGE CENTRIFUGAL, VACUUM PRODUCING UNIT, WITH DUST FILTER TANK, NORTHWESTERN ELEVATOR

at some point in the distributing process and consequently require the use of storage and credit facilities.

Credit cannot create a market where none exists, but it can assist in adjusting the movement of products into the market at any given moment to the actual state of the demand, and thereby insure to the producer in so far as conditions will at all permit of it, a more settled price situation than he would face if his products were dumped upon the market as soon as harvested.

It is worth noting that this is also the chief end aimed at by producers in organizing themselves into co-operative marketing associations. But these associations also work within the limits of consumptive demand, and their chief service to their members is to provide more adequate financing and better marketing arrangements.

In surveying the agricultural situation it is still too early to estimate, even with approximate accuracy, the proceeds to the farmer from the approaching harvest. Neither the volume of production nor the prices through the period of marketing can now be definitely known. It is evident, however, that with the improved credit facilities and the strong position of the banks, the credit available is adequate to provide for the needs of orderly marketing.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

## Canada and the World's Crops

### Grain Fields of the Dominion Command Increased Prominence

By EARLE W. GAGE

**T**HE anxious prayer of the world is, "Give us this day our daily bread." The transcendent importance of wheat has been engrossed in large letters across the pages of history in recent years. One of the incidents of the recent war, when millions turned from productive occupations to destructive, was the redemonstration to all people how utterly the world demands its daily bread. However, this season, hundreds of American and Canadian wheat growers are wondering just what to do with their crop.

After all, when the world's wheat crop has been harvested, it becomes a big business proposition to market the crop, and demands more than a handful of radical shouters to effect this without the millions of the nations suffering from starvation. Yes; in fact, it demands more than a political Senate committee to devise new wrinkles in finance and special privilege to producers, as against essential marketmen, to sell wheat—a sound fact which many string-pulling individuals haven't

for the belief that the yield will not be far from that of 1921, or about 156,000,000 bushels in excess of last year's but 45,000,000 bushels less than in 1921.

On the other hand, Canada and the United States, the chief supply countries of the Northern Hemisphere, exhibit a decrease in area of over 3,000,000 acres, chiefly accounted for in the United States and, as compared with last year's crop, a decreased production of nearly 100,000,000 bushels and, as compared with the 1921 crop, an increase of about 41,000,000 bushels. There is compensation for this in the Southern Hemisphere where there is an important increase of nearly 2,000,000 acres in India, with a crop already officially reported at 401,000,000 bushels, and in Argentina an increase for the coming season roughly estimated at 500,000 acres, with a correspondingly increased prospective production.

Figures collected by the International Institute of Agriculture, seem to demonstrate that the world's wheat acreage will be 201,895,000 acres compared with 211,980,000 last year, a decrease of a little over 1,000,000 acres and a total world's production of 3,210,110,000 bushels, compared with 3,091,004,000, an increase of 119,100,000 bushels.

Experts of the Institute advise that, taking a world view, they can see no indication that there will be any abnormal surplus of the 1922 crop remaining to glut markets for the new wheat. The average in the exporting countries is likely to be about normal, while the importing countries' stocks are small and need replenishing.

What are the prospects for the grain year 1923-24? The world's exports for the good European crop year 1921 were about 648,000,000 bushels and the total exports for the present grain year will probably not be less but rather larger. It is likely that Europe's production, as shown, will be 45,000,000 bushels under that of the record year 1921. There are already evidences of general economic and financial recovery in many important countries of Europe, and this movement once begun is likely to continue to increase Europe's general credit and incline her people to be more generous with their food. Their own good crops are increasing their credit for further purchases. If the indications are not for the unusually large imports of the past year, there is a likelihood that there will be a market for practically all the exportable surpluses. These exports might be estimated as follows, based on International Institute calculations:

	Bushels.
United States .....	175,000,000
Canada .....	250,000,000
Argentina .....	120,000,000
Australia .....	40,000,000
India .....	40,000,000
Balkans .....	15,000,000
Russia .....	15,000,000
Other sources .....	10,000,000
Total .....	665,000,000

The average world exports of wheat, for the pre-war years 1909-14, amounted to 664,000,000 bushels. There is little likelihood of a glutted market during the forthcoming grain year, but rather a production closely approximating requirements and which would fall short of requirements should adverse weather develop in any important wheat region.

With Russia still out of the world's wheat sur-

plus market this year, Canada again assumes the position of second surplus grain producer among agricultural nations of the earth. Not only has Canada come to the front with a good crop this year, larger than that of 1920, but her location warrants the statement that, aside from the United States, she will assume a high place as an exporter, contending for a position which neither Australia nor Argentina can hope to compete with. By several thousand miles closer to the largest importing countries of the world, which means much in freight now-a-days, and with the best facilities for transportation of her large grain crops from farm field to tidewater, Canada is certain to occupy a position unique among grain producing countries of the world. That her northern-grown grain is superior to that of the Southern Hemisphere goes without saying, while her grain growers for years have been taking world-record prizes not only for production but for variety produced.

The total area sown to wheat in the prairie provinces of Canada for the 1923 harvest season is placed at 20,998,700 acres, according to the estimates of the Canadian Pacific Railway. The 1922 final estimate was 21,223,448 acres, and the average of the five years 1915-19 was 16,343,000 acres. Estimates of the probable yield run from



A FIELD OF OATS IN CANADA

learned as yet. To what extent will the supplies of the past season 1922-23 be absorbed by the closing of the grain year? What are the prospects of wheat production for the present season and what are the prospects of supply for the grain year 1923-24?

Early spring reports gave the statistics for Europe as especially favorable, and there seems now justification for assuming that there will be a per acre yield during the present season in general equal to that of the good crop reaped in 1921. Hail and rust have deteriorated the crop in France by many million bushels. Then it must be remembered that the area sown to wheat in France this year is still 2,500,000 acres under the pre-war acreage, so that with as high as average conditions, France cannot be expected to reach the average production of that period, namely 320,000,000 bushels.

Nineteen countries whose wheat represents on an average 60 per cent of the total world's harvest officially reported an aggregate area of 168,031,000 acres compared with 169,290,000 last year and the average 1917-21 of 164,431,000 acres. From this official statement the majority of European countries report slight decreases for the current year.

Taking into consideration all the 22 countries of Europe, exclusive of Russia, there is assumption



A WHEAT FIELD IN ALBERTA

350,000,000 to 500,000,000 bushels. The total area planted to oats is 9,541,000 acres, a decrease of 1 per cent from 1922. There is a slight decrease in barley, the area being 1,958,000 acres. Rye, sown to 1,847,000 acres, shows a decrease of 4 per cent.

Conditions have been excellent in the prairie provinces of Alberta, Saskatchewan and Manitoba, the great Spring wheat region of western Canada, and prospects far more favorable than in any season since the bumper crop of 1915.

### LEADING WHEAT STATES

An interesting graph is given in the last quarterly report of the Kansas State Board of Agriculture showing the rank of nine of the principal wheat states in the aggregate production of wheat in the five years ending with 1922. Kansas stands first with a total production in the five years of 656,944,000 bushels of wheat. North Dakota is second, with a production of 452,676,000 bushels in the five years. Nebraska comes third, with 282,081,000 bushels, Illinois fourth, with 281,886,000 bushels, Oklahoma fifth with 231,706,000 bushels. Missouri is sixth in rank, with 226,145,000 bushels, Washington is seventh, with 203,429,000 bushels, Ohio, eighth with 198,002,000 bushels, and Minne-



A TYPICAL HARVEST SCENE IN THE CANADIAN NORTHWEST

sota ninth with 189,665,000 bushels in the five years.

Since 1908, Kansas has been first in wheat production in seven crops; North Dakota has been first seven times and Minnesota once. The largest state crop ever produced was that of Kansas, in 1914,—177,200,000 bushels. The second largest was also in Kansas, in 1919,—152,079,000 bushels. The third largest was in North Dakota,—143,820,000 bushels in 1912.

#### MOTORS IN MILLS AND ELEVATORS

The Mutual Fire Prevention Bureau, after careful determination of the cause of electrical fires in flour mills and grain elevators, extending over a period of many years, has reached the conclusion that any electric motor not fully protected against the dust is decidedly hazardous. The usual type of squirrel cage induction motor cools itself by pulling air across its windings, and the process leaves the dust in the windings of the motor. Unless carefully blown out every day sufficient dust accumulates to prevent the free circulation of air and the proper radiation of heat. Also the dust tends to retain the excess oil from the bearings, and oil soaked dust on the windings of the motor soon deteriorates the insulation, and the result is a break down in the windings resulting often in a fire.

Motors can usually be placed in a metal lath and plastered enclosure, properly vented, and greatly lengthen the life of the motor. However, on attrition mills, it is difficult to build enclosures for the motors and because of the small size of enclosure necessary forced ventilation must usually be resorted to.

There are now on the market several types of fully enclosed ventilated motors. The clean air from the outside is drawn, by means of fan blades on the motor shaft, to the windings of the motor and forced through the motor to the outside through the return vent. The result is a clean motor, with positive ventilation, and the process of obtaining this result is very simple. The motors of this type would be particularly well adapted to direct driven attrition mills, and the problem of the short life and expensive replacement of motors would be answered. At least one of the larger attrition mill manufacturers is offering to furnish this type of equipment on a special order, and the jobs that they have installed are very satisfactory. It is hoped that the enclosed ventilated motor will become standard equipment.

Also as a matter of insurance cost, the enclosed ventilated motors, when properly wired with conduit, take no charge in the insurance rates made by the Mutuals, while the squirrel cage motors, unless enclosed in fire resistive rooms, are charged for. The difference in the insurance cost is a considerable item.

#### SOLVING THE WHEAT PROBLEM

While it is true that the wheat situation of today is very unsatisfactory, it is also true that the wheat farmer is getting more than his share of advice. Much is being said about reducing the acreage, diversification, rotation, better seed and more live-stock, all of which is good. But after all, the wheat farmer is not going to get much outside help—he must depend on himself, pretty much, to solve his own problems. This is the conclusion of the Southwest Wheat Improvement Association.

This year's wheat crop is matured and the supply exceeds the demand. The price is down and no immediate relief is in sight. Much can be done to relieve the situation, however, through more orderly marketing. Federal statistics show that during the past few years, more than 60 per cent of all the wheat went on the market during July, August, September and October. If this should happen again this year, there is no doubt but that the price would drop still lower.

While there seems to be no immediate relief in sight as far as better prices are concerned, for this year's crop, yet this is the time to begin to figure

for next year. In many cases a reduction in acreage may help. Along with less acreage, cheaper costs of production are needed. The average wheat yield of the Southwest, about 12 bushels per acre, is too low. This yield returns less than the cost of production, if labor at prevailing wages, interest, depreciation and decrease in soil fertility is considered. Higher yields must come through earlier preparation, rotation, better seed and control of insects and plant diseases. The following results from the Kansas Experiment Station show that more efficient methods will not only increase the yield per acre but will make wheat raising more profitable:

	Grown in Ro- tation,	Grown Continu- ously,	Profit per Acre
Soil Preparation	bushels	bushels	
Plowed 7 in. deep, July 15	26.4	21.6	\$10.84
Plowed 7 in. deep, July 15	...:	14.6	7.10
Plowed 3 in. deep, Sept. 15	...:	14.6	2.14

#### WHEAT RESEARCH STARTED

Representative Sydney Anderson, president of the recently named Wheat Council, announced recently that the first meeting of the Joint Committee on Wheat Research, named to investigate the wheat situation, would be held in Chicago on August 10, but this meeting was postponed for one week. The personnel of the Committee was completed with the appointment of A. J. Brosseau, of New York, president of Mack Trucks, Inc., as the last member.

The Committee has seven members, named jointly by the Wheat Council and the Chamber of Commerce of the United States. The six who have been selected in addition to Mr. Brosseau are Representative Anderson; W. I. Drummond, of Kansas City, chairman of the Board of Directors of the International Farm Congress; O. E. Bradfute, president of the American Farm Bureau Federation; S. J. Lowell, of Fredonia, N. Y., master of the National Grange; H. D. Irwin, of Philadelphia, a wheat exporter; and George C. Jewett, general manager of the American Wheat Growers Association.

The Committee taking up the wheat situation was created as the result of a suggestion made by Julius H. Barnes, president of the National Chamber, at the wheat conference held in Chicago on June 19 and 20, when the Wheat Council was organized. The Committee's expenses will be borne by the Chamber.

"We believe," said Mr. Barnes, "that the Chamber can perform no more helpful service to all business than to provide the means by which leaders of the farm organizations can study the question and see if in certain sections and among certain groups of farmers this period of distress can be lightened, until the day of full recovery, which has always come—and which will come again—for intelligent, self-respecting American agriculture."

"It is hoped that the Committee," Mr. Anderson explained, "can, by a study of the situation, develop facts which can be used as a basis for improving the present plight of the wheat growers and that it can make suggestions which will mean permanently improved conditions in the future. The present price of wheat is due to a considerable extent to psychological influences, including bearish reports from Europe. The actual facts, we believe, do not justify the depression in the market."

"As to the future we believe the Committee can make recommendations which will go far towards preventing a recurrence of what has happened. Much of the trouble is due to an increased acreage as a result of war stimulation. This increase amounts to about 11,000,000 acres. There are four things which can be done, all of which will be helpful in the future. These are an increase in consumption; an improvement in quality of grain grown; a readjustment of acreage, and better marketing methods.

"The work of this Committee will constitute an honest effort on the part of farmers and business men, including the manufacturers of wheat products, and those interested in associated products, to help the wheat farmer deal with the wheat problem."

#### "JIM DUNN"

BY HOOZUS

Jim Dunn, who runs the elevator at Sperry Siding, says: "Cal Tittle dropped in th' other day, an' after we'd mourned with each other for a spell about how bad bizness is been lately, he says t' me, he says: 'Dunn! what's this here market plan we're a'hearin' so much about lately? I'm blamed if I can make head'r tail out o' it.'

"Well, I says, 'Cal, I reckon you nor ennybuddy else is s'posed t' make head or tail out o' it. It's like one o' them there pennies with a head on both sides: it's bound t' come head no matter which way ya flop it. But this is th' way I kinda figger th' sitchyashun. These here office farmers, that's been devotin' their lives t' keepin' th' old-fashioned farmer from bein' afflicted with th' curse o' wealth, haven't been able t' pry enny legal tender out o' him lately—mostly 'cause he hasn't got enny left—so they've went in for th' raw material. It's a longer way round, but it'll work out th' same way in th' end.'

"There's no gettin' 'round it, Cal', I says, 'they're a enterprisin' bunch, an' so would you be if ya spent as much time as they do a thinkin' up skeems t' keep th' blisters from formin' on their hands.'

"Cal, he said he wasn't jest sure what I was a'drivin' at, but he reckoned mebbe I'd hit it 'bout right."

#### LITTLE TIPS FROM "JIM DUNN"

Ya can't put enny more acres int' your territory than is there, but ya can see that ya get your share of what comes off'n 'em.

There's no race-suicide in th' weevil family, an' jest one married pair left around a elevator'll soon turn int' sev'ral generashuns.

Ever'buddy has been loafin' so long they'll pretty near have t' learn th' bizness over.

All th' procrastinators run grain elevators. Ennyhow that's what ya'd think when ya see them hustlin' t' make repairs th' Sunday afore th' new crop moves.

When a feller sees th' rye a'swayin' back an' forth in th' breeze, he kinda has a hankerin' t' coax it int' a bottle, so's he can do a little swayin' himself.

Th' first fib a farmer's boy learns is: "That wheat was cut dry an' never had a rain on it."

Some try t' get along without a man-lift, an' some of 'em is allus short o' funds, but no elevator man that's worth a darn can get along without a trade paper.

There's jest two places t' be when th' market is a'goin' down. One is t' be short on th' market, an' th' other is t' be in a empty elevator.

If ya keep farmers a'waitin' when they bring grain t' your elevator, they're apt t' keep you a' waitin' afore they bring ya ennymore.

#### CANADIAN EXPORTS LARGE

Wheat exported from Canada during June amounted to 22,228,898 bushels, value, \$26,354,416, compared with 11,760,477 bushels, value, \$16,158,491 in June, 1922. Of last month's exports, 13,104,902 bushels went to the United Kingdom, Belgium and Italy each took over two million bushels, and Greece and the United States each over one million. The next largest importers were Holland and France. For the 12 months ending June 30, Canada exported 226,672,332 bushels of wheat, compared with 145,097,569 bushels during the previous 12 months.

Wheat flour exported in June amounted to 904,619 barrels, value, \$5,285,069, against 764,625 barrels, value, \$5,163,245 in June, 1922. The United Kingdom took 397,944 barrels of flour last month, the next largest customer being Germany, with 102,235 barrels. In smaller quantities Canadian flour found its way into nearly fifty different countries.

Barley exports in June amounted to 613,191 bushels, compared with 1,423,402 bushels in June, 1922. Exports of oats were 2,535,938 bushels, compared with 2,981,600 bushels.

Unless like shipping conditions are adjusted rapidly, Canada's exports will show a much less favorable total during the fall months.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year



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BY

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**Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association**

**CHICAGO, ILL., AUGUST 15, 1923****DIVERSIFICATION**

PERMANENT good is slowly developing from the crisis through which the wheat farmers of the country are passing. The first impulse of the farmers, and of course of the politicians, was to turn to the Government for aid. Various plans were suggested: Revival of the Grain Corporation with a minimum wheat price; Government purchase of 200,000,000 bushels of wheat; Government loan to finance farm storage of this amount of grain, and other measures have been proposed, but as the country at large and even the farmers themselves have had more time to think over all the factors involved in the situation, sentiment against all of these plans is crystallizing. By the time Congress again convenes the only people who will be crying for Government aid will be the most radical element in the Northwest and the few members of the farm bloc whose political radio is tuned in on bolshevik propaganda rather than on true American sentiment.

In recent meetings of farmers, such as the wheat conference at Wichita and the meeting of the Board of Governors of the International Farm Congress at Kansas City, the aids proposed for the wheat farmers put no reliance upon Government aid. The cure for the sick condition of agriculture rests with the farmers themselves, and the principal medicine is diversification. The farmer with the well diversified farm today is not complaining. His milk and eggs are bringing good prices and are a steady source of cash income. His livestock may not be making him rich, but he raises all his feed so that

his cash outlay is small. His stock and his family are fed from the farm, so that clothes and machinery constitute his only necessary purchases and he has money enough for both.

When farmers put their plant on a business basis, cut out unprofitable departments and pay attention to upkeep of soil and machinery, they usually make more than a good living and need no Government subsidy nor special credit facilities. Such farmers do not have trouble in getting accommodations from the bank. They are the best security in the world and banks are glad to have their paper. The men who are making the loudest outcry for Government help are the inefficient, the lazy and the shiftless who could not succeed in any enterprise under their own management. It would be poor policy putting a premium on farm inefficiency.

**DISAPPOINTING THE POLITICIANS**

**M**ANAGING Director Meyer of the War Finance Corporation, says that there is "too much talk about dangerously large stocks of grain." This is quite true. It was the untimely wail of burdensome surplus at the Chicago wheat conference which started the price toboggan, and politicians have been doing their best ever since to hammer the price down. Of course Mr. Meyer realizes that high prices are the last thing the radical politicians want. Their stock in trade is the discontent growing out of low prices, and if the market goes up all their fireworks will be a fizzle. In spite of their talk they would be a disappointed bunch if the farmer really prospered.

That much of the turmoil about excessive wheat supplies was premature was recently brought out in the analysis of conditions made by Nat C. Murray, formerly Government statistician and now with Lamson Bros. & Co. He finds that, allowing for normal needs and carry-over and the 50,000,000 bushels of Durum wheat, there is an exportable surplus of milling wheat east of the Rockies of only 39,000,000. Recent rains on wheat in the shock will further reduce the amount of quality wheat available, so that higher prices are assured before the season ends. It is to be hoped that the response to these factors takes place before Congress mets. If it does the threatened radical legislation will be averted and the condition of the farmers will be so improved that future danger in this regard will be much reduced.

**MR. FORD AND THE GRAIN MARKET**

**S**OME writer up in Minnesota recently made the serious suggestion that Mr. Ford could not use his millions to better purpose than to buy large quantities of wheat at this time, to support the sagging market. Various arguments were advanced in support of this plan, principally based upon the idea that Mr. Ford receives a large part of his income from the farmers and should reciprocate in their hour of need.

Evidently Mr. Ford has given some thought to the question and is willing to lend his moral support if not his dollars to the

farmers' cause. In the Dearborn Independent of July 14 appeared an editorial on the grain market situation which contained the time worn statement that "Speculators on the Chicago Board of Trade fix the prices against the consumer and deprive the farmer of his rightful profits." No doubt Mr. Ford did not write this editorial, but it probably reflects his ideas. We understand that he is particular what goes into those pages.

If that is his idea of the Chicago Board of Trade Mr. Ford might take it into his head to buck the "speculators" as he did the New York bankers. His success in Wall Street may tempt him to tilt a lance at LaSalle Street. But he will find conditions there rather different. He will be up against world forces and economic laws which will be more difficult to circumvent than the cupidity of a group of bankers. If he wants to make a donation to the farmers' cause, then the wheat market would be a good place to make it. But it is one thing to buy wheat, and quite another to sell it at a profit, or to sell it without causing a reaction. If Mr. Ford buys wheat now he had better hold it until after the election next year if he has political aspirations.

**WHEAT SURPLUS FADES**

**A**SURPLUS of 170,000,000 bushels of wheat was advertised to the world, but the August report of the Department of Agriculture shows that this has been cut so materially that the wheat east of the Rockies will soon be practically on a domestic basis and there will not be a burdensome surplus anywhere. During the month all wheat fell from the July estimate of 821,000,000 to 793,000,000 or 69,000,000 bushels under last year. Winter wheat was cut 18,000,000 bushels, the August estimate being 568,000,000 as against 586,000,000 last year and a five-year average of 590,000,000 bushels. Spring wheat shows a prospect of 225,000,000 which is 51,000,000 under last year. Should the Canadian crop deteriorate in proportion to our Spring wheat the world's estimate of supply and demand will have to be materially revised and European buyers will lose some of their complacency.

On the other hand the corn crop made splendid gains during the month. The total estimate is 2,982,000,000 bushels, which is 105,000,000 over the July estimate and 61,000,000 over last year's final returns. Most of the corn appears in the market as livestock and an abundance is more important than the price as such a small percentage of the crop is shipped to market. Cheaper corn and a higher priced wheat will materially aid farm conditions compared with last year.

The oats crop also made decided gains, 32,000,000 bushels during the month. This brings the total to 1,316,000,000 which is 115,000,000 over last year. The amount of oats remaining on farms August 1 was estimated at 70,082,000 bushels, or 5.8 per cent of the last crop. This is the best clean-up in years, as the new crop starts out under healthy market conditions.

The barley crop is 202,000,000 bushels, or

August 15, 1923

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16,000,000 over last year and the rye crop is 64,800,000 or 30,700,000 under last year. One of the best crops is flaxseed with 19,100,000 bushels, compared with 11,700,000 last year and a 5-year average of 9,700,000 bushels. The hay crop is distinctly short, only 97,300,000 tons being reported. This compares with 99,000,000 last year and a 5-year average of 112,800,000 tons. In all, the grain crops are well balanced and show that the country is far from bankrupt yet.

## PROSPERITY

**A**NYONE in doubt as to the state of prosperity of the country need look no farther than the report of railroads as to tonnage carried. In the week ending July 28, the latest report available, the railroads loaded 1,041,044 cars of freight. This was 12,117 more cars than were loaded in the preceding week which set the previous high record for all time. In fact the entire loading of July of this year has established a record for the month of all the years that such records have been kept.

The largest increases during the week of July 28 were in general merchandise cars, which denotes the wide spread of the prosperity wave. The index numbers of living costs is rising; labor is scarce with an advancing wage scale and we seem to be set for a period of increased business at higher prices, which will affect grain as well as general merchandise. The severe lesson of two years ago has not been forgotten, however, and there is little likelihood that we will have such a period of reckless plunging as we had before the bubble burst. The banks know better how far to extend their credit lines and borrowers will look farther ahead than they did before. It is a time to make money and to save it, the latter being by far the harder of the two.

## PRESIDENT HARDING

**A**MERICA and the whole world was shocked and grief stricken at the sudden taking away of President Harding after his condition had been pronounced so greatly improved. The expression of sincere sorrow which was universally shown, was not merely for the chief executive of the nation, but for Warren G. Harding, the man. From a position in public estimation of indifference and critical suspicion, he rose, during his short term as President, to a pinnacle of respect and confidence as an executive, and of warm friendship for his human qualities and for his fine personal character. The death of such a man is a personal loss to every person who helps constitute our nation and we begin to realize how intimately those in high authority become a part of our lives.

Deeply as we regret the President's passing, the nature of his position makes it imperative that we immediately look to his successor for an intimation of what our national policies will be under the new executive. In President Calvin Coolidge the country is assured of sane, courageous leadership.

Every element is confident of his ability and high purpose, and if any scattered groups express doubt of the outcome of his incumbency, it is because they are seeking selfish advantages, which will have little chance with the President's well-known love of fair play and high sense of national unity and the common welfare. A change of leadership was never accomplished with less public anxiety and business disturbance.

While we know little, directly, of President Coolidge's personal views on many of the questions of the day, we do know that he has a clear head, high purpose, and honest intent, and that these requisites in a 100 per cent American leave no cause for worry as to the immediate future.

## TOO MUCH WHEAT

**A**TIRADE against what he terms "propaganda" for the reduction of wheat acreage, was recently delivered by E. L. French, state director of Agriculture of Washington. He said the world never had too much wheat and that there would always be a market for all we could raise.

No one disputes Mr. French's statement. There is always a market for wheat at a price, but why should American farmers try to meet the price set by growers of other countries where cheap land and labor, low taxes and low standard of living make it possible for them to make money at a wheat price below the cost of production in America?

Not until wheat production is on a strictly domestic basis will it be a profitable crop, and the sooner the acreage is reduced to its proper place in a studied rotation program, the better off the farmer will be. The day of the one-crop farmer has gone.

## NATURE'S WAY

**T**HREE is no short cut to equalize return from industry. Only the gradual exodus from the less profitable calling to that paying higher returns will accomplish the adjustment. That is what will happen to the farmer. More men will leave the farm and find employment in the building and other trades in the city. Cultivated acreage will decrease until the consumption takes care of production. Then as farming becomes more profitable the drift will begin in the other direction. This is a natural process and will be hindered or accelerated very little by laws or other invention of man's impatience. In Michigan the drift from the farm to the automobile plants has been pronounced. Everyone is better off. Probably the erstwhile farmers are handling more real money than they have since the flush war days, and no one is suffering because they have ceased to produce food. When foodstuffs sell below the cost of production there is only one explanation and only one remedy. Too much food is being produced; the remedy lies in cutting down production. This cutting down will begin in the regions which are least profitable. There is nothing to regret about it. The farmer in some other line of work

will make more money, so why pity him. He may lose something on his investment, but that is an every-day occurrence in every industry and cannot be helped so long as people invest without assurance that a profitable living will result. The pendulum swings, and in the swinging some of us are knocked down. When we recover from the blow most of us find to our surprise that we are better off. Nature often seems cruel and heartless, but she works for the mass and not for the individual, and the mass benefits from every swing of the economic pendulum.

## A THREATENED REVOLT

**P**ACIFIC Coast grain traders are up in arms again the Federal supervising system. One of the most highly respected inspectors at Seattle, J. R. Snyder, chief state inspector, gave a certain grade to a cargo of wheat destined for Japan. The Federal supervisor ordered a lower grade on the shipment, but Mr. Snyder refused to give it after reviewing his first inspection. The cargo was shipped at the grade given and was accepted without comment. Charges were filed against Mr. Snyder, with the result that he was formally rebuked although his license was not revoked. Seven other inspectors upheld Mr. Snyder's grade, but their testimony went for nothing against the dictum of the Federal supervisor. The fact that the license was not revoked amounted to a declaration by the Department that the grade may have been all right, but that the dignity and authority of the Bureau must be upheld, right or wrong.

This is the inevitable result of the Bureaucratic system. From the highest to the lowest they are "it". Any dispute of authority or question of opinion is *lese majesty*. It is the only way a bureau can endure, for it is fundamentally contrary to our form of government, and unless the whole force of the bureau were back of every decision, it would soon lose what respect it now commands and be thrown out of our governmental system.

Appointment to a position on a Government bureau does not endow the appointee with omniscience, but from the bureau point of view it does; the king can do no wrong. The proportion of honest and capable men among bureau appointees is as large but no larger than among men in private pursuits, but how often do we find officials receiving public reprimands? No wonder the Pacific grain trade talks of discontinuing the Federal grades altogether, and reverting to the old sample method. Bureaucracy is costly, inefficient, and un-American and should be abolished.

## THE "BUY WHEAT" FIASCO

**"B**UY a Thousand Wheat" was adopted as a slogan first in Omaha, and was taken up by Chicago newspapers and in other cities as a means of supporting the wheat market. The slogan was about as effective as the "Buy a Bale of Cotton" at the outbreak of the war, when that commodity went to 6 cents and southern planters were in de-

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spair. Even if the public had taken hold it would have had little effect for the sentimentalists who would respond to such an appeal would have been only temporary factors in the market.

We do not want more 1,000-bushel buyers, but more 10,000 and 100,000 and 1,000,000-bushel traders. These have been sadly lacking, and cannot be induced back so long as the Capper-Tincher Bill holds over their heads the constant threat of investigation and Government interference. Senators Ladd, Capper and others of the farm bloc are trying to cover up their grave mistake by declaring that the grain trade has deliberately conspired to make the Bill appear vicious in its effect. Anyone familiar with the intense competition on the exchanges and the wide variety of opinions that prevail knows that such a statement is childish.

Secretary Wallace's recent defense of the Act, which was repeated by Assistant Secretary Pugsley in reply to Mr. Lang's suggestion made before the National Hay Association, was to the effect that if the Capper-Tincher Law had had anything to do with the withdrawal of speculative support of the wheat market and consequent fall in price, the corn market would have been similarly effected. Politics rather than conviction must have inspired this statement, for Secretary Wallace must have known that wheat on a world basis operates on a different basis than corn on a domestic basis. When politicians discuss economics, the latter ceases to be an exact science.

Nature is doing her best to aid the wheat farmers this year, and no doubt the farmers will improve their condition themselves next year, but for all seasons, Mr. Lang's suggestion for suspending the operation of the Future Trading Act so far as personal trades are concerned, is a good one.

## EDITORIAL MENTION

Some day farmers may learn that low grade wheat is actually of less value for milling than high grade. Until that time comes there will always be a fight on any system of discounts that is devised.

A movement has been launched to put Florida among the leading rice producing states. We thought most of the swamp land suitable for rice culture had been sold for town sites by the real estate sharks.

The suggestions made by the Federal Trade Commission are discussed by J. J. Stream, president of the Chicago Board of Trade, on another page. There is little to add concerning these "absurd, impossible proposals."

Oklahoma's elevator law is in the courts. The law, passed at the last session of the legislature, provides that \$1,250,000 of the state's funds be invested in securities of co-operative associations for the purpose of erecting warehouses and elevators. A farmer

secured an injunction against the operation of the law, but a district judge has declared the law legal. The farmer who secured the injunction has appealed the decision, so that the spending of the money is still postponed.

When the farmers get tired of political hot air, they might ask their self-appointed leaders, if trade-unionism and high tariff have anything to do with their condition. The politician will avoid the subject if he can, but it is worth thinking over.

Blackbirds are said to destroy 10 per cent of the Milo Maize crop of California each year. What California should do is to give up iron raisins and sunkisses and cultivate a taste for blackbird pie. The modern variety will not sing after being baked, neither will it eat Milo.

Some hard-boiled newspapers are trying to make partisan capital out of the fall in the grain markets. It is hard to make some people realize that wheat price is not a political matter and is not affected in the least by reason of the administrations happening to be Republican or Democratic.

Senator Capper is beginning to see light. Instead of the grain exchanges being the greatest enemy of the farmer, he has recently had something to say about the one-crop system. He is preaching diversification as a remedy for conditions. If he isn't careful, Senator Capper will be classed with the rank conservatives.

Dr. Coulter of North Dakota says that the Northwest has cut its wheat acreage to pre-war size, but that it is the Winter wheat areas that are breaking the market. Winter wheat, because of its larger average yield will persist longer in war-time acreage than in the Spring wheat states, but the need of reduction is apparent.

Black chaff, a bacterial disease of wheat, has appeared in epidemic form in sections of North Dakota. The disease was first found in serious proportions in Kansas in 1915, but now it is pretty general throughout the Northwest, and may become as popular with the crop killers as black rust, although it has not reached the destructiveness of the latter.

In a petition for a receivership for their company, stockholders of the Equity Exchange of St. Paul accuse Magnus Johnson, now senator, but in 1921 a director and leading spirit of the Equity, with a number of unbusinesslike if not fraudulent practices. This petition was presented during Mr. Johnson's campaign and may or may not be politics. The court will have to decide.

President Stream of the Chicago Board of Trade has made a statement concerning the plan of holding 200,000,000 bushels of wheat on the farm for higher prices. He recalls that the plan was tried in 1920. The promises made at that time by the so-called farm leaders were just as extravagant and just as plausible as those made today, but the result was disastrous. Wheat, whether it be on the

farm or in the terminal market, always remains a factor in the supply and must be balanced against demand. Only a crop disaster in the following year could ever make such a scheme profitable.

The best cure for radicalism is radicalism. Magnus Johnson in the U. S. Senate will be a source of real education. Incidentally he may learn a few things for himself. Senator Borah, and even LaFollette have reduced the caliber of their radical big guns, and the more Brookhart and Johnson have to say, the more ridiculous their position appears to all but the most prejudiced or ignorant.

"Bran bugs," the generic name applied to the Saw-toothed Beetle, the Foreign Grain Beetle and the Flat Grain Beetle, which destroyed so much grain in the Spring wheat territory last year, have again appeared in granaries in the Northwest and promise to do much damage if not taken care of. No grain bin should be refilled until it has been thoroughly cleaned even to the last crack. This applies to farmers' bins even more than to elevators, for in the latter frequent turning can control the situation.

The state Harbor Board of California proposes to build a state-owned elevator at San Francisco. Port Costa, which enjoys a considerable shipping trade in grain has enjoined the Harbor Board from going ahead with the project. Perhaps we are too far away to realize that California grain trade is handicapped in its export business by port congestion. But we are led to wonder why there should be any kind of a state-owned industry. If a project of the kind is needed it would pay its way, and industry that pays can always find private capital.

Many farmers who bin damp wheat on the farm are going to fare badly. Damp wheat will not keep in tight bins and it requires careful watching in the most modern elevators. Farmers would have far more respect for the futures markets if they sold their wheat and then, if they believed in higher prices, bought futures. As conditions look now this would be a highly profitable arrangement. He would be relieved of the risk of ownership of his own grain and would still be able to demonstrate his confidence of the future. And the markets surely need such support.

After a list of "whereas's" as long as your arm the conference at Fargo, N. D., passed this resolution:

That the congress of the United States be and is hereby urged to pass a law to revive or establish some governmental agency as an emergency measure for the purpose of bringing about orderly marketing and for the further purpose of segregating and selling separately the exportable wheat surplus, marketing the remainder in the United States, and to do such other things as may be done through the voluntary co-operation of farmers and others as shall help to secure for farmers, as far as possible, the actual cost of production plus a reasonable profit.

The signers of the resolution included many politicians, of course, but we were surprised to see Dr. John Lee Coulter's name among them.

J. F. WICKENHEISER  
ToledoE. K. SHEPPARD  
Indianapolis

# NEWS OF THE TERMINAL MARKETS

## OFFERINGS OF CORN HEAVIER

It seems to be the general opinion of the trade here that arrivals of corn and oats will be sufficient for all requirements for the next few weeks, so that buyers are not anxious to book grain to arrive but are willing to take chances on the receipts from day to day to complete their requirements. Offerings of corn where a little heavier today.—*Harrison, Ward & Co., Peoria, Ill.* From Market letter of August 11.

## WILL STUDY COMMISSION'S PLAN

President John J. Stream of the Chicago Board of Trade will appoint a special committee of seven leading grain men to study and report upon the recent recommendations of the Federal Trade Commission. If any of the Commission's recommendations are found to be meritorious they will be brought before the membership of the Board of Trade for adoption. Many of the recommendations included in the report were declared by leading grain men to be wholly impractical.

## DISCOUNT PROTECTION NEEDED

Bert A. Boyd Grain Company of Indianapolis, Ind., says August 11.—"Some of our mills are declining to consider the purchase of heavy moisture content wheat at all and are at the moment simply buying No. 2 Red. We want to emphasize again the necessity for the country shipper to protect himself with liberal discounts on damp wheat as we feel that it is unlikely that discounts here will soon improve and may even widen more than at present. Garlicky and smutty wheat is still difficult to dispose of excepting at liberal discount sales."

## TO ARRIVE BIDS ON C N D SERVICE

The Milwaukee Chamber of Commerce, Milwaukee, Wis., has perfected plans, for furnishing shippers in the interior with bids on grain to arrive daily under an arrangement with the Western Union Telegraph Company. The company will charge each customer receiving the bids the C N D rate of \$7.50 per month.

The bids sent out will be the official quotations of the Milwaukee Chamber of Commerce and will be filed with the Western Union Telegraph Company by the Committee on Grain to arrive. Any shipper may make arrangements to receive those bids through his commission firm at Milwaukee.

## CORN AND OATS AT PEORIA

Our receipts of corn have only been fair and prices have been holding well in line with those in other markets. Local industries have been the biggest buyers. However, until the past few days, there has been considerable corn shipped out of this market for domestic purposes, to the East. At the moment, however, eastern demand is not active—that section having bought considerable corn some time ago which will no doubt have to be digested before they will care to take on any more. The country has been selling corn quite freely the past few days, due mainly to the fact that recent rains have stopped threshing in a large territory. We look for receipts to become light again as soon as threshing has been resumed.

Receipts of oats have been fairly large and values have been holding well in line with other markets. A good many have been sold to go to other markets and to outside oat-meal mills. The country has not been selling freely on card bids, particularly for long time shipment. No doubt, they are taking advantage of the premiums being bid for short time

shipment. The quality of the oats from this state, until the recent heavy rains a few days ago, has been very good. It remains to be seen just what the condition of the oats will be from now on.—*Mueller Grain Company, Peoria, Ill.* Market letter of August 11.

## A BUSY MAN

A stranger in Richmond, Va., might well hear upon the lips of any person there the name of W. F. Green. If he asked he might be told that Mr. Green was secretary and treasurer of the Richmond Grain Exchange. Again he hears the name, but this time in connection with the office of chief grain inspector; or another might mention W. F. Green as Federal hay inspector. There is no conflict of identities, no mistakes of personalities, for Mr. Green is all of these things, and still has time for the graceful amenities of life for which no one



W. F. GREEN

is more highly reputed than the native Virginian. Friendly courtesy is in the air and every native son seems to absorb it into his system.

Mr. Green was born in Mathews County, Va., and after graduating from the Richmond High School he engaged in the hay and grain business in that city, continuing for 25 years. In 1918 he was elected secretary-treasurer of the Richmond Grain Exchange and the following year was given a Federal license as grain inspector for shelled corn, wheat and oats. He has also been hay inspector for a number of years and was on the approved list of the National Hay Association. Under the new order of things, with Federal hay grades and the rules making it necessary to take a course at the U. S. Standardization Laboratory, Mr. Green took the course with other inspectors, was qualified and received his certificate.

Richmond is one of the few hay shipping points with a certified inspector, and it needs one, for a great volume of hay goes through the exchange there, destined for feeders and planters in the Southeast. Mr. Green in his long experience has made a host of friends and has the respect and confidence of all with whom he has done business for a period of 30 years.

## SHOULD BE O.K. FOR HOLDERS

The grain trade is more optimistic. Government report this week was bullish. Wheat crop news here and in Canada does not promise burdensome supplies. Milling demand shows great improvement. Much talk is heard of a possible shortage instead of a large carry-over this year. Market is receiving fair support in spite of the loss of usual investment buying. The suspicion is that this is due to foreign buying of futures in place of cash. Failure of wheat to decline in face of large receipts with generous increase in visible supply should augur well for those who can hold.—*Southworth & Co., Toledo, Ohio.* From Southworth's Weekly Review of August 11.

## RECEPTIVE TO BULLISH INFLUENCES

The J. Rosenbaum Grain Corporation of Chicago, Ill., says of wheat under date of August 11:

"Whether prices of wheat advance materially immediately will depend largely on the Canadian crop outturn. Recent reports have indicated a big revision due in crop estimates, with possibly a smaller yield than a year ago. Much of the crop is green and will run a race with early frosts to mature before serious damage. Cold, wet weather has checked black rust damage in the Dominion but has also probably dangerously delayed the maturing of the crop. The market at the moment appears in a receptive mood to bullish influences, with country offerings moderate to light, and cash prices firm."

## CORN AND OATS MARKET ACTIVE

Of course, receipts of wheat here are exceptionally light, although there is a very good demand for it, especially for Hard Winters. The Northern Spring grades, however, are going elsewhere on account of more favorable prices, especially in Minneapolis.

Our market for corn and oats is active and our buyers are taking everything which they can take hold of. The Milwaukee market for barley at the present time is very active and this is the commodity which, of course, sells very readily here. Prices are holding strong for barley (old and new) and we are anticipating a liberal run of receipts very soon.—*E. P. Bacon Company, Milwaukee, Wis.* Market letter of August 11.

## GOOD DEMAND FOR CORN

The severe drought which has been experienced throughout the eastern section of the country during the past six weeks still continues and as a result the crops of oats and corn in this vicinity are going to turn out very small, being a total failure in many instances. The past few months has seen the best feeding demand in this territory in several years and there is every indication that this will continue especially now that the severe loss has occurred in home grown crops.

Our corn market has held up very well and gives every evidence of tightening up again as receipts have fallen off and the past few days there has been a demand for more corn than has been received and with no indications of any material increase in the movement until after oats harvest is out of the way, the corn situation on spot is likely to become acute again.

No new oats have arrived in this market as yet but with stocks completely exhausted both in elevators and in dealers' hands, there will be a keen demand for the first arrivals of the new crop and the absence of the large carryovers which we have had for the past several years is expected to create

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Second Year

a very steady demand right through the movement. Arrivals of Winter wheat have been large and both millers and elevator operators have taken hold freely evidently feeling a greater confidence in the future of wheat values than is shown by the producers of that cereal.

This market is far from reflecting the pessimistic feeling exhibited in many of the grain markets as there is every indication that more grain will be marketed through this gateway for domestic consumption during the coming months than for several years past.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of August 11.*

## ACTIVE BUYING OF CORN BY INDUSTRIES

There has been good inquiry and buying by millers of No. 2 Red wheat. Last sales reported at \$1.07 per bushel for No. 2 Red. Our corn price is rather low compared to the west and there is active buying by industries at Buffalo. No. 2 Yellow selling freely at 98 cents per bushel.

Old oats in good supply and sufficient to take care of all demands, selling 45 to 46 cents according to test weight. New oats are being threshed and shipped from Ohio stations. We expect to have arrivals here early next week. On account of rains the new oats are more or less stained and we expect most of the arrivals to grade No. 3 White. No sales spot new oats up to the present writing therefore prices are not quoted.—*S. M. Ratcliff, Buffalo, N. Y. Market letter of August 11.*

## IS DECEMBER OR MAY WHEAT THE BEST HEDGE?

Chicago is rapidly accumulating a stock of wheat. Visible supply is increasing. Somebody must carry the load. Hedging pressure has not been as large as expected, due to mills and dealers standing long, at least part of their holdings of cash wheat. Chicago now holds over 8,000,000 bushels of wheat and this may be increased to 20,000,000 during September. Export demand is flat. Milling demand at terminal markets is slow. Unless a big improvement develops speculators will be forced to take a lot of wheat on December contracts. It costs around 13 cents a bushel to carry wheat in Chicago from December to May. Unless the speculator is willing to carry the load at present differences it is possible for December wheat to widen out considerably under the May. Looking over the Government report it would appear that Soft wheat would be the contract grade in Chicago this year.—*The C. A. King & Co., Toledo, Ohio. From Special Market Report of August 9.*

## RULES FOR TRADING IN COTTONSEED

The future meal board of the Memphis Merchants Exchange is the only market of the kind in the world and the establishment of this market affords producers, dealers and consumers facilities for hedging their legitimate needs and will furnish a stabilizer and price indicator for the entire trade.

W. J. Vannoh, secretary of the Memphis Merchants Exchange writes us as follows concerning this new department of the Exchange activities:

"On August 1 the members of the Memphis Merchants Exchange resumed trading in cottonseed meal.

"Forty-one per cent protein will be the contract grade. Board sales will be in lots of 100 tons of 2,000 pounds each packed in 100 pound burlap bags. All meal delivered must be f. o. b. cars within switching limits of Memphis and tender must be accompanied with certificate showing meal to be of contract grade.

"Two calls will be made each market day, the opening at 12:15 p. m. and the closing call at 1 p. m.

"Trading will be in the current month and the seven succeeding months thus maintaining at all times the opportunity to trade in eight months. The final call for each month of delivery will be the closing call on the last working day of the month.

"Trading will be in prices which are multiples of five cents per ton. Two dollars per ton more or less than the last previous closing bid price will

be the maximum price fluctuation permitted in any one day.

"The first purchase or sale for any position must be protected by an original margin of \$2 per ton. All traders will be required to keep their net interest in any particular position margined at this rate. Brokerage will be 25 cents per ton for a round trade.

"Officers of the Clearing Associations are W. P. Battle, president; L. B. Lovitt, vice-president who with W. B. Dashiell, H. B. McCoy and L. C. Barton compose the Board of Directors.

"The following committees have been appointed. Supervising Committee; L. B. Lovitt, Chairman, W. B. Dashiell, L. C. Bartou. Arbitration Committee: W. A. Logan, R. N. Neal, W. G. Manire. Finance Committee: W. P. Battle, L. B. Lovitt and H. B. McCoy.

## CORN RECEIPTS LIBERAL AND GOOD DEMAND

We have been having a pretty fair run of wheat the past week with prices up about 2 cents from last. Late wheat is arriving in a wet condition and a large percentage of smut. Discounts on this class of wheat are widening daily. Elevators and mills principal buyers.

Corn receipts have been liberal with a good demand for everything offered and at fancy prices. Oats movement just started. Early arrivals bringing good premiums over overnight bids. Cannot see anything bullish in the situation and think rallies will only be temporary until foreign situations clears up.—*McCardle-Black Company, Indianapolis, Ind. Market letter of August 11.*

## FALSE REPORTS AS TO INVESTIGATIONS OF GRAIN EXCHANGES

The statement appearing recently in Minneapolis and Omaha newspapers quoting reports from a Washington News Service that grain exchanges at these and other markets are "secretly being investigated by agents of the Department of Agriculture as a result of recent charges of violation of Federal laws by fixing the prices of wheat and other grains and employing unfair docking methods," are entirely without foundation in fact, according to Acting Secretary of Agriculture, C. W. Pugsley. In reply to an inquiry by the president of the Omaha Grain Exchange, Mr. Pugsley sent the following telegram:

There is absolutely no truth in the statement that the Department of Agriculture is secretly investigating either the Omaha or other grain exchanges for violating Federal laws by fixing the prices of wheat and other grains or for employing unfair docking methods. Furthermore, the Washington news agency that released dispatch referred to, declines to furnish Department with name of source which it describes as authoritative.

In accordance with the provisions of the Grain Futures Act, reports are furnished the Department by grain exchanges and their members. However, Omaha is not a future trading market and, therefore,

## GUARANTEEING THE PRICE OF WHEAT



—Orr in Chicago Tribune.

fore, not subject to the Grain Futures Act. The Grain Futures Administration has representatives on the most important markets where future trading is done and these representatives are studying the facts, but no secret investigations whatever are being made on any grain markets by the Department of Agriculture.

## CASH MARKET AT BUFFALO

The movement of Red Winter wheat up to the present writing has been somewhat disappointing which no doubt is the result of rains throughout Ohio and Indiana, also the tendency of farmers to hold. There is a very good demand for wheat from the local mills; up to the present time they have not bought stocks to store for the reason that they expect a rather free movement all during the season.

Cash corn has declined about 8 cents a bushel from the top price two weeks ago. There were some signs during the past few days of tightening again. Offerings from the country are very light; limits on corn for shipment from other markets advanced, all of which is a very good indication that our cash market will be steady to stronger during the next few days.

There has been very little trading in new oats, either purchased from the country or sales East, in fact the lightest I have known in several years. Up to the present time Buffalo has received very few new oats. With the light stocks here at the present time and the delayed threshing in Ohio and Indiana, I am under the impression that there will be quite an active demand for any early arrivals of new oats.—*McConnell Grain Corporation, Buffalo, N. Y. Market letter of August 11.*

## NEW TASK FOR SECRETARY MAUFF

John R. Mauff, executive vice president of the Chicago Board of Trade, has been granted a five-months leave of absence for the purpose of inaugurating a new commodity exchange for handling paper. The exchange, which will be located in Chicago, is expected to stabilize the paper industry.

Mr. Mauff was "drafted" for the task by large business interests throughout the United States. His long association with marketing problems and his close knowledge of trade conditions in this and other countries make him the logical man to carry out the plans of the paper industry.

During his absence he will be in close touch with all affairs pertaining to the grain trade and will be called in by the Board for counsel on matters of importance. This was one of the conditions upon which the Board of Directors granted his leave of absence. A resolution was adopted expressing the association's appreciation of his efforts "as a director, vice president, secretary and executive vice president covering a continuous period of 11 years."

It will be recalled that some time ago Mr. Mauff was advanced from secretary to executive vice president of the Board, for the purpose of centralizing many of the executive duties upon one official. In that office he has been able to iron out many of the difficulties of official administration and lighten the burdens of the president. For several months he has also acted as official spokesman in grain trade matters of public interest.

In the field of commerce Mr. Mauff has a commendable record to his credit. Born in Chicago and educated in the public schools and by private tutors, he entered business before he was 20 years old. His quick adaptability, together with his facility for analyzing business problems, aided in his rapid climb. When still a young man he held important posts, including his association with Adolphus Busch. In this work he acted as barley expert, being one of the best judges of that grain in America.

He identified himself in public work while with the National Consumer's League during the great nationwide pure food fight and was responsible for enactment of at least one important pure food law which had the endorsement of Dr. Wiley.

Perhaps his executive ability was never more clearly shown than during the war. He was presi-

dent of the Council of Grain Exchanges and through the activities of the Council important meetings were called in Washington, at which Mr. Mauff was an outstanding figure. It was these meetings that finally brought into being the U. S. Grain Corporation, the Council being the nucleus of the Corporation. His untiring efforts in the work of unlocking transportation blockades so that grain could be moved to seaboard for the Allies continued throughout the war.

The new exchange will be free from the criticisms that have been heaped upon other exchanges in recent years. The association being formed will work under the regulations of the Department of Commerce. Secretary Herbert Hoover's views on the value of such association efforts as well as the economic value of exchanges in stabilizing commodities are well known.

The trading floor of the new exchange is to be opened August 15. Branch exchanges will be opened in New York and San Francisco. This first industrial exchange in the United States will afford means for buyers and sellers of paper, paper products, raw materials, paper and milling machinery and supplies, to conduct their business along lines that will bring greater public service and at the same time materially aid the industry. The organization is built along lines that meet decisions by the supreme court and from a practical standpoint it is grounded on demonstrated facts as old as business itself.

#### A TOUCHING TRIBUTE TO OUR LATE PRESIDENT

C. K. Trafton sends us the following account of the affecting service of song held on New York Produce Exchange Floor in memory of late President Harding:

Few if any of those who had the good fortune to be present on the floor of the New York Produce Exchange on the morning of the ninth day of August will ever be able to forget the brief but impressive service of song which was conducted at the solemn hour when the official services were being held in Washington over the remains of the beloved President—Warren G. Harding. The flag at half-mast on the big tower and the great masses of crepe draped over the main entrances of the building and festooned over the balcony demonstrated to visitor or passerby that the Exchange as an organization shared in fullest measure in the nation's grief because of its severe bereavement, but this simple but sincere outpouring of song went deeper than that. It had much more of the human, personal touch and served as an intimate testimony between man and man, member and employe, of the depth of their sorrow.

All activities were suspended, of course, between the hours of 11 and 12 o'clock and for a short time all present sat around the floor in silent meditation or subdued conversation. At about the time the official ceremony was expected to start in the Capitol a small group gathered near the center of the floor and began singing the late President's favorite hymn "Lead, Kindly Light." The unusual sound speedily attracted the attention of all in the room. As steel is attracted by the magnet they began to come over to the center; slowly at first, singly, and often rather diffidently; but gradually in larger numbers and with more confidence. The erstwhile noisy and unruly "Bowery" was deserted by the cash grain men; the flour men left their long sample tables; the "futures" traders and private wire managers left the strangely silent wire room, bringing many of the telegraphers with them. The provision and oil men came up from the southern end; the steamship agents and freight brokers from their central posts; and the newspaper reporters from the press tables. Employes of the Exchange and of the telegraph companies who could be spared joined in the general movement until finally nearly all on the floor had joined the central group. As the new recruits joined in, hymn books which had been procured at Trinity Church were passed around so that all could add their voices to the singing of the second hymn "Nearer, My God, To Thee." Practically all present did their share to

swell the volume of sound, although it was a difficult task for many because of the little lump in the throat that comes from an overcharged heart. To many eyes also came the not unmanly tears, which some tried to conceal but others were not ashamed to reveal, knowing that there was no one there to criticize this indication of deep-felt emotion. Gaining greater confidence as the song progressed, the voices rang out more strongly in the closing hymn, "Abide With Me." It was truly a most impressive and stirring ceremony, the more so that it was entirely impromptu and spontaneous.

#### MR. SLOAN WRITES OF CALIFORNIA

Bert F. Sloan of Kendrick-Sloan Company, Indianapolis, Ind., returned home recently from a visit in California. He found much to be admired in the country's climate and business opportunities and gives some of his impressions as follows:

I left Indianapolis on June 16, via Chicago over the Atchison, Topeka & Santa Fe Railroad for Los Angeles to take the really first vacation I ever took in my life. I also returned by this route. I do not have very much to say for this route but the service on the Atchison, Topeka & Santa Fe Railroad is second to none especially the Harvey dining and lunch service. I have heard all my life of Southern California, its climate, fruits, good dirt roads and (in the last year or two in particular) of the real estate boom and the oil production.

To the readers of this article I will say just that to really understand and be convinced you will have to make the trip and see how wonderful everything is. The climate is everything it is cracked up to be. I was in Los Angeles for 25 days and every day was just the same to the fraction of an inch as to climate and I do not see how it could be improved. Nice days and cool nights.

As to the fruits, I was disappointed and I cannot yet understand why fruits and vegetables should be as high or higher than they are back here in Indianapolis. Suppose it is the wrong time of the year. The roads are all fully up to expectation and what wonderful drives you can make any evening after supper! When you come to the real estate and oil I think I can say without contradiction that it is the greatest today in the United States. One contractor told me that he turned out 16 finished houses in June. Consider there are hundreds of other contractors and along with this "sky scrapers" and business blocks going up all over the city. The "Boosters" are claiming that in a few years it will be built up solid on the west clear to the ocean which would mean over 3,500,000 people. Claiming a million now. The oil production I am sure takes the lead of the world. At Petroleum, near Los Angeles, you can see derricks and pumping wells as far as eye will carry, as well as in other parts of lower California.

To our friends in the hay business, will say just as well make up your minds for one-half crop with no Clover at all to move off the farm.

#### CHANGES IN MEMBERSHIP

*Chicago.*—The following have recently been elected to membership on the Board of Trade: Earle M. Combs, Jr., Grant Harper, and Paul A. Nelson. Charles D. Boyles, Estate of Felix Weinberger and Everett E. Rogerson have transferred their memberships. Alfred W. Coote and Thomas J. Bagley have been suspended. Reported by Secretary J. J. Fones.

*Cincinnati.*—Frank R. Brown of the W. L. Brown & Co., has resigned, George L. Schneider, taking his place. Mr. Schneider was formerly with the Reiter Grain Company. Reported by Executive Secretary D. J. Schuh.

*Duluth.*—R. H. Leitze is a new member on the Board of Trade. R. W. Sedell has withdrawn his membership on the Board. Reported by Secretary Charles F. MacDonald.

*Milwaukee.*—The membership of L. G. Bourne has been transferred to Milton W. Baer, Additional. Reported by Secretary H. A. Plumb.

#### TERMINAL NOTES

O. P. O'Neill of Minneapolis, Minn., has been re-appointed member of the State Board of Appeals, for a two year term.

J. J. Badenoch Company, grain and feed merchants of Chicago, Ill., have added to their grain department the business of Ed Fehery & Co.

Chas. H. Appel, for the past three years associated with Kellogg-Huff Commission Company of St. Louis, Mo., and for 20 years previous connected with grain and seed firms in Chicago and St. Louis, has commenced business as C. H. Appel Commission Com-

pany with offices at 411 Merchants Exchange Building. They will handle grain and field seeds on consignment and to arrive.

Wm. C. Wiegand, market letter writer for the Rosenbaum Grain Corporation of Chicago, Ill., left late in July for a three months trip to Europe.

The McMillan Company of Fort Wayne, Ind., dealers in mill feeds, grain and seeds, has increased its capital stock to \$300,000, with \$100,000 preferred.

The Morrison Grain Company of Kansas City, Mo., has purchased the old Caywood Elevator at Clifton and will operate it with J. F. Blackman as manager.

William F. Converse has left Hallet & Carey Company to take charge of the new elevator at Duluth, Minn., owned by the Russell-Miller Milling Company.

D. C. Hauck, who formerly traveled in the Southwest for the Moore-Lawless Grain Company has joined the Scoular-Bishop Grain Company in a similar capacity.

The Uhlmann Grain Company of Kansas City, Mo., has removed its general offices from 338 Board of Trade Annex, into larger quarters in 338 Board of Trade Building.

W. N. Butler & Co., of Columbia, Tenn., writes us that they have established on that market a wholesale and retail business in grain and field seeds, dairy products, salt, etc.

The Carl I. Rollins Grain Commission Company of Minneapolis, Minn., received the first car of new barley to reach that market. It tested 43½ pounds to the bushel and sold at 55 cents.

George M. Shannon, formerly manager of the cash grain department for McCaul-Dinsmore Company of Minneapolis, Minn., has accepted similar position with E. S. Woodworth & Co.

I. C. Bonham, who has been connected with the Tacoma Grain Company of Tacoma, Wash., since its organization has become manager of the company, succeeding C. E. Curran who resigned.

The Ross, Carter Grain Company of Houston, Texas, has succeeded the Thompson Grain Company. C. M. Carter of Fort Worth and B. C. Ross of Houston are interested in the firm.

The Rosenbaum Grain Corporation of Chicago, Ill., is now being represented at Duluth, Minn., by R. S. Schiller, formerly with the International Grain Company at Minneapolis, Minn.

Charles A. Wilson, formerly in charge of the grain sampling department of the St. Louis Merchants Exchange, has become wheat buyer for the Kehler Flour Mills Company of St. Louis.

The National Grain Commission Company, a subsidiary of the Farmers' Education and Co-operative State Union of Nebraska, was recently admitted to membership in the Omaha Grain Exchange.

Pope & Eckhardt Company of Chicago, Ill., have placed an unusually good motto on their blotter-calendar for August. It reads: "To get things coming your way it is first necessary to go after them."

John O'Neill has succeeded Will Jossman as manager of the Caughey-Jossman Company of Detroit, Mich. Mr. Jossman has become connected with C. E. Depuy in the feed and seed business at Pontiac, Mich.

The Chicago Board of Trade was draped in mourning the past week in memory of our late President Harding. There was a temporary cessation of business during the services at Washington and the Exchange was closed all day Friday.

A new grain company has been established at Springfield, Mo., known as the Mead-Patterson Grain Company. Capital stock is \$100,000 and the purpose is to conduct a general warehouse, mill, elevator and grain business. The incorporators are J. D. Mead, W. M. Patterson, E. A. Shaver, W. H. Austin, J. W. Milsap.

The Hallet & Carey Company, Ltd., of Winnipeg, Canada, has been reorganized under the name of Hallet, Carey, Swart, Ltd. The new concern takes over the business of Hallet & Carey Company and shipping business of the Zenith Grain Company,

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Ltd. Henry T. Swart is president of the new company; F. A. Hallet, vice-president; C. E. Eggleston, secretary-treasurer. Directors are Julius H. Barnes, Ward Ames, Jr., H. T. Swart, F. A. Hallet, F. L. Carey, C. E. Eggleston.

The Bunge Western Grain Corporation, organized under the laws of New York has filed an application to operate in Oregon. The corporation's capital stock is \$250,000. Portland offices of the company are located in the Lewis Building.

Runkel & Dadman, grain receivers at Milwaukee, Wis., for many years, discontinued business on July 20. The members of the firm are L. L. Runkel and E. H. Dadman, both formerly connected with the old firm of Robert Elliot & Co.

New officers recently elected of the Minneapolis Grain Commission Merchants' Association are: J. C. Wyman of McDonald, Wyman Company, president; S. J. McCaul of McCaul-Dinsmore Company, vice-president; J. H. McEnery, secretary.

F. M. Davis Company of Minneapolis, Minn., have opened an office at Duluth, Minn., with O. E. Harris as manager, who has been for several years past floor trader on the Minneapolis Chamber of Commerce for Bartlett Frazier Co. of Chicago.

The H. H. Savage Grain Company has been organized to conduct a general grain merchandising business at St. Joseph, Mo. H. H. Savage, president of the company, was for years manager at that place of the Marshall Hall Grain Company of St. Louis.

The Mutual Grain & Seed Company of Jackson, Mich., has purchased the business of J. E. Bartlett & Co. at that place, after 30 years of existence. E. J. Vogell, former manager of the Bartlett concern, is now manager for the Mutual Grain & Seed Company.

O. P. Deluse, treasurer of Lew Hill Grain Company, Indianapolis, Ind., left that city late in July with his family and motored to Holland, Mich. He left them at that point and is making a business trip to Denver, Colo., to be gone until the latter part of August.

Milwaukee, Wis., received its first car of new oats August 1 and its first car of new crop wheat on July 28. The wheat was No. 1 Hard Winter from western Iowa. It tested 61.3 pounds and brought \$1 per bushel, equivalent to 3½ cents over the July price for that day.

Smith-Ward Company, Inc., of Buffalo, N. Y., is a new firm to engage in the general grain business. Its capital stock is \$20,000 and the incorporators are H. A. Smith, R. D. Ward, and I. J. Brenner. Offices are in 222 Chamber of Commerce Building and the company commences business with all necessary facilities for successful operation.

Lyman G. Bournique, who was engaged in banking in Milwaukee before becoming connected with the grain business, has become vice-president of the First Wisconsin National Bank of Milwaukee. He retired from the grain business when the Taylor & Bournique Company was taken over by the Cargill Grain Company of Minneapolis, Minn., the first part of June.

C. W. Lawless of the former Moore-Lawless Grain Company of Kansas City, Mo., which liquidated after the death of Guy H. Moore, is forming the C. W. Lawless & Son Commission Company to conduct a general grain business. The receiver of the old concern announced recently that the assets will fully cover all liabilities with a moderate surplus for distribution among the stockholders. The mystery of the tragic death of Guy A. Moore remains unsolved.

An item appearing in our Cincinnati News Letter of July 15 issue referring to the dissolution of the Union Grain & Hay Company was incorrect in some of its details. Dan B. Granger, head of Dan B. Granger & Co., writes us: "The Union did not succeed Dan B. Granger & Co. Our Mr. Granger was general manager of the Union Grain & Hay Company until May 1, 1914, at which time he resigned and formed the firm of Dan B. Granger & Co., which has been ever since and is now in a happy and prosperous condition with no thoughts of dissolving.

Mr. Granger did retain his stock in the Union and remained a member of their Board of Directors. The Union discontinued doing business in 1918 although it was in a good financial condition at that time. Since then we have been handling all business and inquiries addressed to them and now own the rights to their name, so we can rightfully be considered as their successors."

The J. Rosenbaum Grain Corporation of Chicago, Ill., announced earnings in excess of \$154,000 for the quarter since starting in business March 1. At a directors meeting early in August a regular quarterly dividend was declared of \$1 per share to preferred stock holders payable August 15.

The Gladney-Muchmore Grain Company has been organized to engage in the grain, flour and feed business at Fort Worth, Tex. Samuel W. Gladney, is manager and was, until recently, connected with the Fort Worth Elevator Company. C. E. Muchmore was recently with the Blewett Grain Company.

The Sperry Elevator & Storage Company of San Francisco, Calif., has increased its capital from \$25,000 to \$250,000. The company is organized to operate the Sperry elevator interests in Idaho and officers are: S. B. McNear, president; Jos. M. Parker, vice-president; W. B. Felt, secretary; J. H. De Vine, assistant secretary.

L. J. Morgan, formerly of the firm of Dilts & Morgan of Kansas City, Mo., which failed some months ago, has purchased a membership in the Board of Trade and with Mr. Dilts is preparing to re-engage in the grain business. The firm will be known as the Morgan Grain Company and will be capitalized at \$25,000.

The title of W. J. Edwards & Co., of St. Louis, Mo., has been changed to W. J. Edwards Grain Company. This firm does a general grain business, specializing in carefully selected wheat for millers. In the reorganization which became effective July 1, substantial recognition was given to the years of faithful and efficient service of Ralph H. Baumgartner who became vice-president while W. J. Edwards holds the office of president and treasurer of the company.

The Board of Directors of the Chicago Board of Trade, in a special session, adopted the following resolution on the death of President Harding: "In the death of President Harding, the country has sustained the loss of a chief executive whose distinguished services were prompted by an unwavering patriotism and rendered with conspicuous zeal, fidelity and ability." The directors voted to close the Board August 10 in memory of the illustrious dead.

## CAR SEALS

Condition of car seals has made trouble many times in the adjustment of claims for the reason that some shippers do not keep a proper record of their seals.

A Detroit firm, according to the *Traffic World*, has solved the problem by not only keeping a record of seals for itself, but also by stamping on the face of all bills of lading covering carlot shipments, the following:

This car had the following seal numbers on leaving our plant ..... On arrival kindly check for your own protection. Any difference should be noted on the freight bill by the Delivering Carrier.

Where a grain car goes to a terminal market the inspection or weighing department makes a careful record of the number and condition of car seal, but if the car is not inspected, the above is a reminder to the receiver which may be of the greatest value in the settlement of a claim.

## A LARGE DUST COLLECTOR

The Clark Dust Collecting Company of Chicago, Ill., has just built and shipped and is now erecting the largest dust collector in the country. This dust collector is 28 feet in diameter and 56 feet high, built out of eight-gauge galvanized steel.

With the pipe connection which is six feet in diameter leading from the fan stack to the collector, the entire shipment runs about 41,000 pounds. This is expected to handle 125,000 cubic feet of gas per minute, having a temperature of about 380 degrees Fahrenheit. The dust content runs about 15 to 20 tons per day. The work that this machine will be placed on is on waste heat boiler gases in a large cement mill. The vent of this machine is nine feet in diameter. The main ring is 4½x4½x½ inch angle iron ring. There are nine of these dust collectors now in active operation and they are collecting on an average of 15 tons each per day, of dust.

The steel tower carrying this machine and supporting the stack weighs about 35,000 pounds. From the top of the collector to the foundation for the towers, the height is 72 feet. This shows that a dust collector can be designed and built and successfully operated to handle an immense amount of air which in this case is 125,000 cubic feet per minute.

HUNGARY will produce this year about 8,000,000 more bushels of wheat and 4,000,000 more bushels of rye. This is a 15 per cent increase in wheat and a 17 per cent increase in rye production.

## TRADE NOTES

The Hartford Insurance Company of 39 S. La Salle street, Chicago, Ill., has engaged Paul L. Mann to represent its flour mill and grain elevator insurance department in Nebraska and Colorado. Mr. Mann was recently acting head of the department of milling industry of the Kansas State Agricultural College at Manhattan, Kan., and is a man of wide information on flour and grain subjects.

J. A. Gerwen, consulting engineer for the construction of new flour mills and grain elevators and remodeling of old plants on the Pacific Coast, with headquarters at Portland, Ore., has just closed the contract for the machinery installation for the new elevator of the Northwestern Dock & Elevator Company with which is amalgamated the Northern Milling Company and the Northwestern Grain & Warehouse Company.

The Strong-Scott Manufacturing Company of Minneapolis, Minn., announces the addition of W. S. Sewell to their organization, who will act in the capacity of milling engineer. Mr. Sewell has operated some of the largest flour mills in this country and has also represented a number of leading mill

builders and furnishers in sales of their machinery. He has had a wide range of experience in all departments of the milling field and will be able to offer valuable assistance to Strong-Scott patrons.

J. W. Flaherty, superintendent of the Piedmont Mills, Inc., of Lynchburg, Va., wrote to Clark Dust Collecting Company of Chicago, Ill., on July 23, as follows: "I have just returned from Danville, Va., and found the dust collector working very satisfactorily and I will be there again Wednesday and write you more fully in regard to it. As I said before, I want to equip both mills with your collectors, but I can't see how I am to install them while I am so busy morning, day and night. The only place I can install any of it this time is on a No. 11 Monitor Two Fan Receiving Separator, and they will be outside of the mill on a slanting roof. I would be glad to hear from you as to what you recommend for this separator. The fan openings are each 12½x16½. Make me a price on what you think right for this size separator. The collector for corn mill is just perfect and I am more than pleased with the change."

# THE AMERICAN ELEVATOR AND GRAIN TRADE

## TRADE COMMISSION'S DEMANDS IMPOSSIBLE

BY JOHN J. STREAM

President, Chicago Board of Trade

The Federal Trade Commission has just made public a report which proposes new restrictions for the grain exchanges. Many of the recommendations are obviously unsound and contain inconsistencies which are apparent to any man intimately associated with the grain industry.

For three years the grain exchanges have been the storm center of the radical agrarian wave. The fires of discontent have been fed by ambitious politicians and self-appointed farmer leaders. Their whole campaign of propaganda has been based on constant repetition of this one thought: That the great price deflation in grain beginning in July 1920 was due to speculation and manipulation.

What does the Federal Trade Commission find after months of investigation? To quote from its report, it finds that "the extensive decline in prices of the contract grade of wheat at Chicago from an average of about \$2.85 a bushel on July 17, 1920, to a fraction over \$1 per bushel on September 14, 1922, was due mainly to other factors, including supply and demand, rather than to speculation or manipulation."

In that single sentence the Federal Trade Commission shatters one of the most unfair, destructive charges ever placed against an industry. It was upon this charge that restrictive legislation was enacted. It was upon this charge that farmers were encouraged to give moral and financial support to theoretical marketing schemes and to political movements for seating in Congress radicals who constitute a menace to the whole economic structure of a nation. Today farmers realize that the tinkering with economic laws has proved disastrous; that the golden promises of prosperity through legislative panaceas have cost them millions of dollars through the partial crippling of their marketing system.

Instead of taking cognizance of this situation and lightening the restrictions, the Federal Trade Commission would add new shackles to the grain industry.

One recommendation is for publication of the volume of open trades in each grain, which would not benefit the public, but which would simply place American producers at a disadvantage in the world market. If foreign countries saw that American buyers were "long" in the market it stands to reason they would not buy, but would await the inevitable selling wave for lower prices. The plan would be feasible only if America had four walls and was disinterested in the rest of the world.

The Commission recommends that railroads be encouraged to supply storage elevator space at markets. As a matter of fact the railroads and farmers have not availed themselves of the public storage room in Chicago in recent years. Public storage has been a distinctly unprofitable business, a business that has been conducted at a loss. Storage space has been continued by private capital largely as a means of protection on hedges, with the assurance of a place to deliver grain if such delivery became necessary.

Under another recommendation of the Commission the car delivery rule would be applied not by the exchange officers, but by outsiders. The inconsistency of this recommendation is obvious. If the men in the grain business themselves cannot apply the rule to the satisfaction of the Commission, what do they expect may be accomplished by placing the authority in the hands of strangers unfamiliar with the technic of the grain business. In applying the rule greatest care is always taken to insure fairness. Under the exchange by-laws only disinterested parties are permitted a voice in the application of the rule, and this also holds true of the settlement rule for defaulted future contracts.

The recommendations are a decided interference with the rights of trade associations to interpret and enforce rules and regulations voluntarily adopted by their members. They are not at all in harmony with the attitude taken by the Department of Commerce in the matter of encouraging trade as-

sociations in the service which they render the public through the minimizing of expenses and the standardizing of products.

To the grain trade the Commission's report is a disappointing document. For after completely vindicating the exchange of the vicious charges of price depression by speculation and manipulation, the Commission inconsistently submits a series of absurd, impossible proposals for the consideration of the next Congress.

### ✓ SHRINKAGE IN BULK GRAIN

A conference of shippers and carriers was held in Chicago on June 28, at which the following tentative agreement was reached for the deduction for shrinkage in bulk grain:

(a) Carriers will not be responsible for loss due to natural shrinkage.

(b) When liability is established, there shall be deducted from the loss in weight on all grain one-eighth ( $\frac{1}{8}$ ) of one (1) per cent of total weight of the contents of the car.

(c) This deduction representing reasonable shrinkage due to evaporation or other natural causes is to be made from shipping weights.

(d) Claims for shortage will be promptly adjusted, subject to deduction authorized in clause (b) when investigation discloses defect in equipment, seal or seal record, or a transfer in transit by the carrier of a carload of bulk grain upon which the unloading weight is less than the loading weight and the shipper furnishes duly attested certificates showing the correctness of the claimed weights, and investigation fails to show that the discrepancy is due to defective scales or other shippers' facilities, or to inaccurate weighing or other error at point of origin or destination, or to fraud.

(e) Where investigation discloses no defect in equipment, seal or seal record, or no transfer in transit, the claim will be adjusted or declined on its merits, taking into consideration all of the material facts. A clear record of either the carriers' or shippers' facilities shall not be deemed conclusive.

(f) In case of a disputed claim the records of both the carrier and the claimant affecting the shipment involved shall be available to both parties.

The agreement was subject to final acceptance by the American Railway Association. Notice will be given when this is received.

### GRAIN CAR DISTRIBUTION

The Northwest Regional Advisory Board recently adopted a new rule for grain car distribution, which, if approved by the Interstate Commerce Commission, will be effective on the new crop.

The rule is a revision of No. 10, and provides briefly that in a case of car shortage, locked elevators will always be kept open and given preference and cars will be distributed to stations on a basis of shipments made during the past 10 days previous to such blockade.

In Kansas the Public Utilities Commission, under date of July 20, has ordered:

For the purpose of determining the proper apportionment of cars as between shippers at any station when all orders cannot be filled, the basis of the grain actually on hand and tendered for shipment on the previous Saturday will be used. Each shipper of grain will advise the carrier's agent each Saturday of the total quantity of grain actually on hand and tendered for rail shipment. The ratio of the quantity so reported by each shipper to the total reported by all shippers shall be the percentage basis for the distribution of available cars at that station during the ensuing week for grain loading. Variation from this basis will be made for the purpose of keeping all elevators open and operating.

If an elevator makes an affidavit that it will have to close unless cars are obtained, it will have precedence over all others. In the event the car supply is inadequate to a degree whereby all elevators become closed at the same station, then and in that event all available grain cars shall be divided and distributed among elevators and shippers car and car about. The "car and car about" rule is not to be invoked until all elevators are closed account being filled to capacity. (For example: A station has three elevators, two track buyers and two individual farmers ordering grain cars. During a car shortage the available grain cars shall be distributed in the following manner: One car around

to each of the three elevators, then one car to one track buyer or farmer, then another car around to each elevator and mill elevator, then another car to one track buyer or farmer, etc.)

### A CHANGE OF HEART

Six months ago it would have been a courageous editor who would have dared to print anything in favor of the grain exchanges which the farm bloc was calling "gambling hells." But a change seems to have come about. Farmers themselves will demand repeal or amendment of the Grain Futures Act at the next session of congress if the law continues to cause a shaky, narrow market, poorly supported by the speculative public, according to Edward Jerome Dies, writing in the August issue of *The World's Work*.

After tracing the growth of the radical wave that engulfed the grain exchanges after post-war price deflation and showing how one charge after another was disproved by the exchanges at congressional hearings, the article analyzes the new law and continues:

"It is to the credit of the grain exchanges that the moment the law was held constitutional by the supreme court they set about to aid the Government in its enforcement. Rules of the Chicago Board of Trade, an association of 1,600 members with Chicago bank balances of two hundred million dollars were at once amended to conform to the statute. The Department of Agriculture then designated the Board a contract market under the law. Other leading exchanges took like action and also came under Government supervision."

Thus ends the three-year battle for Federal legislation and today the farmers have a law that will absolutely prevent market manipulation, the article declares. But in reaching out after the big, powerful speculator whose real or imaginary exploits are suspected of creating a bad influence, the law frightened away the ordinary speculator whose support of the market is essential under the present system. All of which has worked to the detriment of the farmer. The writer declares "it is a riddle that must solve itself" and the solution may take the form of a farmer's demand for repeal of the Act.

### STANDARDIZING HOPPER SCALES

Henry L. Goemann, chairman of the Transportation Committee of the Grain Dealers National Association, informs us that after the Interstate Commerce Commission accepted the recommendations of the Shipper's Committee on Hopper Scales and issued Docket 9009, the National Scale Men's Association and Scale and Balance Manufacturers' Association, in connection with a number of other interested associations, held a number of conferences and finally agreed upon amended specifications so as to have a standardized hopper scale which all manufacturers would put on the market for future use. In line with these agreed specifications, which were submitted by Mr. Goemann to the Interstate Commerce Commission, they have now been tentatively endorsed by the Interstate Commerce Commission.

The letter written by B. H. Meyer, chairman of the Interstate Commission, to Mr. Goemann relative to this matter was as follows:

The Commission has given consideration to your letter of June 1 in which you request that an amendment be issued in Docket 9009, Claims for Loss and Damage of Grain, incorporating certain modified specifications for hand operated grain hopper scales, which specifications, as amended to meet certain objections raised by the United States Bureau of Standards in its letter to you of October 30, 1922, are stated to have been agreed upon by all parties essentially interested.

In our supplemental report in the above proceeding, 56 I. C. C. 347, we tentatively endorsed the specifications with respect to hopper scales substantially as formulated and agreed upon by a committee consisting of representatives of terminal weighing associations, state weighing departments, the United States Bureau of Standards, state grain dealers' associations and other recognized scale experts. It is understood that the modified specifications now proposed are for the purpose of harmonizing the interpretations and ideas of the various interests and of meeting the objections of certain manufacturers with a view to securing a standard scale for general adoption.

# Annual Convention of National Hay Association

THE thirtieth annual convention of the National Hay Association, held at West Baden, Ind., July 24-26, was probably the last meeting at which hay grades will be featured on the program. Within a year the Government will promulgate Federal grades, and the Association grades will be a thing of the past. Many leaders of the trade have co-operated fully with the Department of Agriculture in formulating satisfactory grades, but certain members, for reasons of their own, apparently wish to delay the standardization of grades and grading as long as possible. The meeting at

Mondhank; Mrs. Lloyd Dellinger; Mrs. R. M. White; Miss E. H. Hurley; Miss Beibell.

Governor Warren T. McCray of Indiana gave the address of welcome and Dan S. Mullally of St. Louis responded for the Association. The memorial address to those members who had died during the year was given by Llew G. Gilliland of Van Wert, Ohio.

#### PRESIDENT RAABE'S ADDRESS

President Rudolph Raabe of Fort Jennings, Ohio, read the report of the Board of Directors, as follows:

It is with great pleasure that I report for the Board of Directors for the 30th year of this one of the greatest commercial organizations handling feed stuffs for animal consumption in this country. It was the proudest moment of my business career when ushered to the rostrum about one year ago, there to assume the greatest responsibility of this organization. I felt my inability to take the place of my capable predecessor, but I was assured the support of all the officers and this relieved the burden.

The fundamental principle I had in view was to try and instill in the minds and hearts of this great membership a spirit of good fellowship. Too often I have felt that the relations between the shipper and receiver have been too wide. Closer union should exist. These splendid gatherings, such as our conventions both state and national, are the very founda-

largest hay crops in the history of our organization. There was hay everywhere; and we wondered where we could find an outlet. We were confronted by a serious car shortage immediately after the crop began to move and wondered how we would ever be able to dispose of it. However, everything seems to work out for our material good. The troubles also have been many during the past season, owing to the grade of hay not being of as high a standard as to warrant ready and satisfactory sale.

The increase of horses has made it possible to find ready consumption for a great surplus of this hay. Great credit is given to the Horse Association of America for spreading valuable information to farmers and trucking industries showing the real value of horses versus the auto truck. We, as hay producers and shippers, are very thankful for such activity. Had the auto trucking industry not been combatted, the production of hay would have materially decreased and the business practically paralyzed. I urge every member to not only encourage the raising of horses, but to make special effort to encourage the production of good quality animals. If this industry is to thrive, good quality horses must be produced. The city trucking industry will only buy the best, for the best is the most economical.

#### Personal Activities

The Board of Directors met immediately after our last convention at Cedar Point and perfected our organization for the year then before us.

On August 22, I attended the Michigan State Hay & Grain Dealers Convention at Flint, and from there I went to Syracuse, N. Y., and attended the New York State Hay & Grain Dealers Convention which was held August 23 and 24. I was most courteously treated and assured hearty support to the National Hay Association.

On September 30, in company with J. Vining Taylor, secretary, I attended the Grain Dealers National Convention at New Orleans, La., and from there to various points in the South where we visited many of our members, as well as enrolled many new members. We then went to Washington to attend the final hearing of the tentative grades as proposed by the Government, which hearing was held October 12. Was glad to note that the Government officials listened very carefully to the suggestions and criticisms of the members of the Bureau of Farm Association, and take this means of thanking the officials of the Bureau of Farm Economics for the courteous treatment extended to our members at these hearings. I believe



PRESIDENT-ELECT DAN S. MULLALLY

West Baden was a great success and President Rudolph Raabe can be congratulated for his year of administration which terminated in such a pleasant and profitable convention.

After the call to order by President Raabe, a song session was lead by Maurice C. Niezer of Fort Wayne.

President Raabe appointed the following committees:

Nominating Committee: M. C. Niezer, Indiana; J. H. Devlin, Ill.; W. H. Toberman, Mo.; J. R. Whitman, Ga.; L. G. Gilliland, Ohio; C. A. Coleman, N. Y.; Arthur Callairi, Wis.

The first mentioned name will be the chairman of the various committees.

Resolutions Committee: Fred M. Williams, N. Y.; John Collins, Jr., Ohio; T. J. Hubbard, Mich.; I. L. Sutherland, Va.; G. F. Brown, W. Va.; W. H. Lord, Calif.; J. W. Passmore, Pa.

Trade Rules Committee: H. G. Morgan, Pa.; F. A. Coles, Conn.; F. L. Young, Mich.

Committee on President's Report: G. S. Bridge, Ill.; G. K. Johnson, Iowa; E. H. Day, Mass.; Theodore Martin, Ga.; Amos Yaeger, Ky.; W. L. Duncan, Ill.; J. V. Ferguson, La.

Reception Committee: F. A. Bascom, Mass.; B. H. Handcock, W. Va.; F. E. Rapp, Mich.; C. E. Server, Tenn.; Avon Burk, Ind.; G. J. Fuller, Ohio; D. S. Wright, N. Y.; G. A. Hax, Md.; F. M. Scott, Montreal, Quebec.

Publicity Committee: H. A. Shephard, *Price Current Grain Reporter*, Chicago. Leonard Gibson, *Hay Trade Journal*, New York. J. E. Bacon, *AMERICAN ELEVATOR & GRAIN TRADE*, Chicago.

Good Fellowship Committee: W. H. Moorhead, Ill.; W. H. Hobson, Pa.; W. L. Morris, W. Va.; Geo. W. Joyner, N. C.; Lloyd Dellinger, Ohio; J. C. Overfield, N. J.; A. B. Caple, Ohio; H. A. Dinius, Ind.; J. F. Kehoe, Ind.

Ladies' Committee: Mrs. I. L. Sutherland; Mrs. G. F. Brown; Mrs. M. C. Niezer; Mrs. J. V. Taylor; Mrs. Dan Mullally; Mrs. F. K. Sale; Mrs. C. F.



SECRETARY J. VINING TAYLOR

tion of good fellowship. A time when we should lay our business troubles aside and grasp the hand of him with whom we have done business in the past year, as well as to make new acquaintances. This spirit must exist in business if success is to be attained.

When a spirit of good will exists, fidelity will reign supreme, for that is the keynote of business success. It establishes within the heart of every business man and citizen that true religion and true Americanism are the foundations of the business interests of our great country. A good man does good by merely living, and a good business man is a light unto his fellowman, by the fidelity imposed upon him through the business world. Confidence is the motive power upon which commerce and production depend for locomotion. A sound and adequately strong credit structure is essential alike to the well-being of the body politic and the body economic. The condition of the State itself is no more sound than the stability of the credit structure which supports the commerce of the State. Confidence in the last analysis, is the keystone of the arch upon which is supported the civilization of the 20th Century, and this combined with fidelity, is a sure and solid rock upon which is builded a sane and safe business structure.

Thirty years ago the fundamental principles of fidelity and confidence were laid as the corner stone upon which the National Hay Association was founded. We have weathered the storms of criticism and uncommercial business attacks, but it has only made our organization stronger and safer. We have fought for the principles of right and justice to all men, and I trust that as the time goes on the principles adopted by the National Hay Association will only be stronger and greater.

At the opening of the season we faced one of the



RETIRED PRESIDENT RUDOLPH RAABE

we can work harmoniously with them. I am glad to report that on this trip Secretary Taylor and myself enrolled quite a number of new members, as well as leaving a good impression on our southern membership.

On October 24, I attended the Ohio Grain Dealers meeting at Lima, Ohio.

On December 1 to 5, Mr. Bridge and myself judged the hay exhibit at the International Live Stock, Grain & Hay Association at Chicago.

On December 18, Secretary Taylor and myself attended a meeting of the Northern Ohio Hay Shippers Association at Wellington, Ohio, and glad to report the great enthusiasm shown by the members of this Association in their work, as well as the appreciation shown by the president and secretary and assured us

# THE AMERICAN ELEVATOR AND GRAIN TRADE

August 15, 1923

their hearty co-operation. On December 19, we attended a meeting of the Cleveland Grain & Hay Exchange at Cleveland, Ohio.

On January 10, the mid-winter meeting of the Board of Directors was held at West Baden, Ind., and it was then decided that our convention be held at this point. Also other matters of interest to the Association were brought out at this meeting.

On April 20, I attended a meeting of the Eastern Indiana shippers, assisting them to organize a local Hay Shippers Association at Bluffton, Ind.

On May 17, our traffic manager, with many other shippers and receivers, attended a hearing before the examiner of the Interstate Commerce Commission relative to the reconsigning of diversion charge on hay.

A final meeting of the Board of Directors was held in this hotel yesterday. You will note that I have taken considerable time and in fact, possibly more than has been allotted to a president for several years, but I felt it my duty if at all possible to visit as many local and state organizations without incurring too great an expense. I am always in favor of the least possible expense but feel that which was incurred by attending these meetings has amply repaid the Association. There was a friendly feeling left and trust this will be the means of aiding our Association in the future. Especially do I feel that the impression left on our southern membership has been very beneficial and well appreciated by them. I had hoped to be able to visit more of our exchanges and call upon more of our members, but pressure in our own business affairs prevented me from so doing, as well as trying to keep down expenses of our Association as much as possible.

## Membership

Ever since our firm has been a member of the Association I have tried to take active part in all membership campaigns. This past year extra efforts were put forth although conditions of the hay trade have been anything but encouraging, yet we were successful bringing in many new members.

We have had many resignations due to various causes, many have gone out of business and many have failed. Some complained of dues being too high, therefore, they could not afford to come in and others could not afford to remain on that account. Generally speaking, I am very well satisfied with the results obtained and take this means of thanking all those whose names appear on the Honor Roll headed by our good friend and director Dan S. Mullally of St. Louis. I have some splendid letters from many who did not contribute a member stating conditions were not favorable. In general, I thank everyone who contributed toward this membership drive and to those who took part and got no results, I am also thankful for the splendid efforts.

It does not require an expert salesman to sell \$50 worth of service for \$15, especially when he can guarantee the sale. This merely requires the ambition of everyone interested in his own business. As I stated, to sell such a service does not require salesmanship, therefore, I trust every member will write a personal letter to my successor and promise him to get a member during his administration, and make this coming year the greatest in our history.

## Traffic

Too much praise cannot be given to our traffic manager and the Committee on Transportation. This Committee has had a great deal of work during the past year. Mr. Sims has been alert at all times in the interest of our Association. He was instrumental in knocking out the proposed advances in minimum weights, also the suspension of the order to eliminate the lighterage of hay in greater New York. He also represented the Association just recently before the Examiner of the Interstate Commerce Commission on the reconsigning and diversion charge.

A great deal more could be accomplished if we would but work hand in hand with our traffic department. Conditions which will effect an eastern market will in no way effect a western market. I am of the firm opinion if any grievance exists in any one locality, that that particular grievance should be called in question and not brought in conjunction with other cases. If this is practiced by our various markets and localities it will only be a short time until practically all great evils in regard to traffic will be eliminated. A great many of our troubles are due to a lack of understanding in the reading of freight rates. The conditions in our country are so vastly different that each section must be worked out separately, and I therefore believe that closer co-operation along this line will soon put our traffic affairs in splendid shape. The great trouble has been that each is selfish for his own interests whereas we should all be vitally interested in the welfare of the trade. We should work closely with our traffic department.

Too much praise cannot be given Mr. Sims for the services he rendered us during the past year. He pledged me his support and kept the pledge and whenever called upon he responded to the call. He is an efficient and able authority on traffic matters and saved our Association a great deal of money notwithstanding the fact that he has put our traffic affairs in much better shape. He is continually watching the interests of the Association. His report will speak for itself.

Shippers and receivers should be cautioned in their

methods of doing business. Especially should shippers discontinue buying poor, no grade, unsound and trashy hay which invariably means a loss to them, and the same could be much more advantageously consumed on the farm. Shippers should caution their balers to be more careful in making uniform bales and marking tags plainly. In Ohio we are trying to bring a state law to govern this matter.

Would also advise more prompt loading of cars and the same loaded to full capacity, thereby co-operating

therefore, a good healthy market at all times. I am aware this would be hard to bring about for a shipper is compelled to load when equipment is available. If every shipper will carefully study the conditions in various markets it would be a great help to himself as well as insure more satisfactory results.

## Recommendations

I recommend a general reduction of expenses, which I feel is absolutely necessary if we are to continue to function successfully.

I recommend the adoption of Federal Grades providing it does not take away the privilege of selling hay on its merits. However, I feel the necessity of maintaining a Grades Committee, and the National Hay Association suggesting from time to time any changes in these grades which may be a benefit to the members of our Association. I do not want to see the Government engaged in the hay business, nor elevator business, nor in any commercial business, nor be out as a competitor against any man in the world engaged in any sort of business. Should this prevail it strikes me as an absolute deflection.

I recommend that the Board of Directors, or any committee who find it necessary to meet at convention time or the day prior, have their expenses paid out of the treasury of the Association.

I recommend a traffic department be created consisting of five members thoroughly familiar with traffic matters, to be located in various parts of our country, and to meet at least twice each year to discuss such matters which will be of general importance to the members of the Association. Also, this body meet and thoroughly outline a plan for the general reduction of freight, telephone and telegraph rates, and the elimination of war tax on the latter. Also outline a plan for the general reduction of the excessive high car service and demurrage charges.

I recommend the hearty support of the International Live Stock, Grain & Hay Exposition and urge upon every member to prepare and send exhibits of hay, thereby boosting the production as well as encouraging a better quality of hay.

I urge upon everyone to be thoroughly conversant with the trade rules which I firmly believe are in splendid shape.

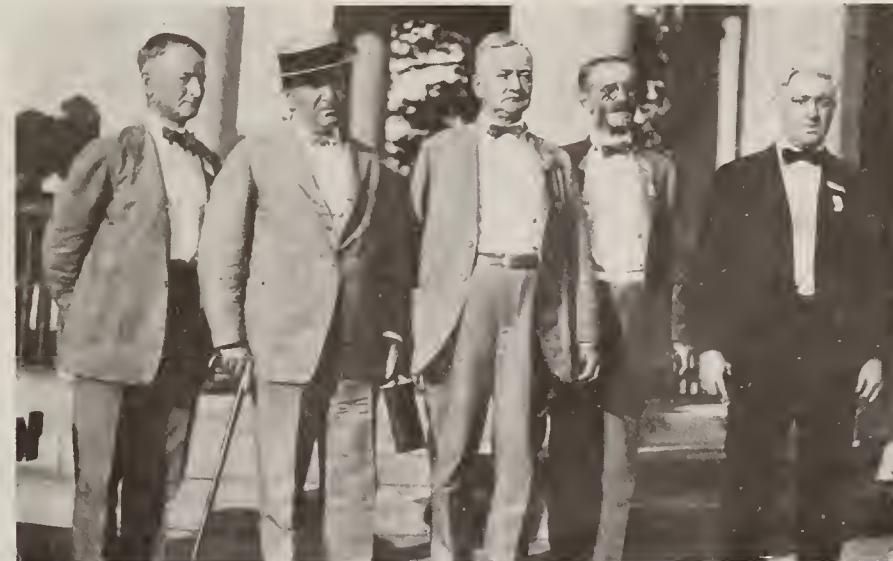
I recommend the organizing of local associations, and ask that the National Hay Association be instrumental in encouraging and assisting to build up such organizations, thereby getting closer co-operation between shipper and receiver.

In conclusion, allow me to state that it has been a pleasure for me to serve you the past year. If I have done you any good it was only my duty to do so. To err is human and the mistakes I made were not intentional. The greatest glory is not in never failing but in rising every time you fail. I did the



THE EAST MEETS THE WEST  
Chas. Schaefer, New York, W. H. Lerd, San Francisco

with the railroads in putting equipment to full working capacity. They often lose as a result of loading uncleansed cars. Fertilizer, oil and other injurious substances tend to injure the hay in transit. Likewise leaky roofs, sides and doors of cars often cause a lot of damage. By making minor repairs we can often save a loss for ourselves, as well as the necessity of filing a claim and running chances of collect-



AFTER A DRINK AT THE FAMOUS SPRINGS  
J. W. Souter, D. J. Sims, Fred Williams, Leonard Gibson, Maurice Niezer

ing the same. Courteous treatment to the railroads is bound to bring courtesy in return. The same courtesy is expected of the shipper and receiver.

There seems to be too wide a range between receiver and shipper. Shipments entrusted in the hands of receivers are in many instances not looked after as promptly as they should be. Especially is this true of refused cars. It is a fact such shipments are harder to handle; but where a shipper entrusts his business in the hands of a receiver this matter should be promptly cared for. Good hay is handled with but very little trouble; therefore, the receiver should exert himself in order to handle the off grade hay. I earnestly urge a closer co-operation between shipper and receiver. And I believe that the range of prices is too wide on the various grades, and the commission charges too high in some of the markets, which has a demoralizing effect upon the shipper.

I would like to see more uniformity in the various markets. Sudden fluctuations are oftentimes due to shippers crowding shipments on one market more than another. If it were possible I would like to see a steady flow of hay in the various markets so that the demand would practically take care of the supply,

best I could and urge upon every member to place upon himself the responsibility of saying it is his Association, and it will be in strength according to the support he gives.

There is no open door to the temple of success, and a resolute determination for success should be the motto of every energetic man. You cannot keep a determined man from success and I trust such a man will always be at the helm of our Association. You will also find that kind of a man has a host of friends, and friends after all are the most worth while in life. Therefore, let us only live up to our motto, "Not for self but for all," but let us do our very best to build up the hay business, build up the Association, and reap the reward due us for such support and loyalty.

## ADDRESS OF GEORGE S. BRIDGE

Economic conditions in Europe are rapidly on the mend in spite of the tangled political situation, George S. Bridge of Chicago said in his address on "A Hay Man's Impression of World Conditions."

"The readjustment is in full swing and Europe

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sbows marked signs of coming prosperity," said Mr. Bridge who has just completed a world tour during which he made a survey of industrial and agricultural conditions. "For the most part the people of Europe are busy. This is particularly true of those in the rural districts. Fields are well cultivated. The devastated regions of France and Belgium are rapidly being reclaimed. Towns are being rebuilt, not hastily, but substantially.

"All that is required to make Europe a greater American market than ever before in history is an untangling of the international political skein. And marked progress is being made along that line."

Mr. Bridge declared that European buyers of American grain are quick to take advantage of



GEO. S. BRIDGE AND JOHN H. DEVLIN

adverse conditions. He assailed American politicians for "driving down the price of wheat by constantly harping on our great surplus, and by substituting ridiculous laws for the inexorable law of supply and demand."

"It is quite obvious to any student of economics or marketing that the American farmer has lost millions of dollars this year as a direct result of the activities of his so-called leaders. The enforcement of a law that practically ends speculation leaves the market almost wholly unsupported. Prices cannot, therefore, be sustained. Remove this unfortunate law and prices would move back where they belong if the political agitators would remain quiet for a few days.

"European countries recognize the value of the new law to them when they purchase our wheat. They are saving money on their purchases today at the expense of the American farmer.

"Weighing the situation from the viewpoint of the European and of the American, I confidently believe that unless our Government ceases interference with the grain exchanges we in the grain trade would do well to turn the key in the exchange doors. Politics and basic industries are impossible bed-fellows as the nation is now discovering."

Mr. Bridge declared conditions in the Orient had improved. He said that for the welfare of the people of the Philippines the United States should continue the present form of government there for 50 years. Such a decision, he said, would bring in outside capital with a subsequent developments of the islands now undreamed of.

Mr. Bridge declared that a number of foreign nations will become participants in the International Grain and Hay show at which \$10,000 in prizes is donated annually by the Board of Trade.

Mr. Bridge visited 20 nations during the world tour. He declared that this country, in spite of talk to the contrary, is taking a more and more important place in the minds of other countries.

He pointed to the transformation of Cuba from "a way station to one of the garden spots of the world" as an example of American genius. Similar pride, he said, might be shown in our work in the Sandwich Islands where the people are prosperous and contented. After pointing to the fact that the Philippines have a commanding position in the Orient and should be developed with all common sense speed, he continued:

"The Oriental is improving steadily, though slowly. His wants are increasing. We are a manufacturing nation and as time goes on our trade in those countries will swell to tremendous figures. We need a great harbor, and we have it and should retain it. We can do more for the Philippines than any other nation. Compare our previous efforts and our sense of fairness with the efforts of foreign nations in dealing with their possessions.

"During the war countries of the east as well as those of the west expanded to reach war needs. With the subsequent falling off of business the pinch of hard times has been felt to a varying degree. But the ray of light is now seen by all these eastern countries. Conditions are on the upward trend, with a better demand for all products and a hopeful feeling everywhere."

Mr. Bridge added that when American labor feels restive and dissatisfied it should turn for a moment to the condition under which labor in some of these eastern countries is compelled to exist with wages ranging from about five cents a day to not more than a dollar a day.

"In Japan," he continued, "marked attention is being given to education. That nation now claims only 2 per cent illiteracy. China also is improving along this line, but it is not true of India, Java, Ceylon, Sumatra and Borneo. Nevertheless progress is being made in all these countries, and this in spite of the desultory flames of unrest.

"Machinery is used to a very limited extent, man furnishing the power for nearly all kinds of industrial and agricultural effort. Farm machinery

coming back, and while the indebtedness will necessarily be paid slowly, it should be paid if only for a reminder to Europe of the cost of wars.

"It was a happy surprise," concluded Mr. Bridge, "to find that instead of being hated by the rest of the world, Americans hold a high and honorable position, which can be maintained by a continued policy of fairness."

## REPORT OF THE LEGISLATIVE COMMITTEE

Fred M. Williams of New York, read the report of the Legislative Committee, which contained many valuable suggestions, as follows:

Your Committee begs leave to call to your attention several matters pertaining to transportation which have been the subject of considerable study with a view to recommending measures for the remedying of certain existing inequitable laws and acts governing this subject.

1. Claims against the carriers for the collection of charges in excess of the established tariff rates—In the case of Kansas City Southern Railway Company vs. Harry B. Wolfe, et al, Supreme Court of the United States, No. 194, October Term, 1922, decided February 19, 1923, that straight overcharge claims are barred under Section 9 and 16(3) of the Interstate Commerce Act, if suits are not begun in courts of competent jurisdiction, or complaints are not filed with the Interstate Commerce Commission, within two years from the time the cause of action accrues.

This decision pertains only to Interstate shipments. Previous to the decision referred to the I. C. C. had ruled that complaints must be filed with the Commission within two years from the delivery of the shipment, but damages to the amount of the overcharge, with interest, could be awarded by the courts provided suit was brought within the period of statutory limitation in the state where such action was begun. This statutory limitation was ordinarily six years. Carriers have therefore been paying straight overcharges presented within six years of date of payment of excess charges.

In the decision quoted the Court was silent as to the retroactive feature of the decision, but the carriers have (1) arbitrarily declined claims seasonably filed but not paid within the 2-year period; (2) permitted claims filed to outlaw in their files and then returned the claims declined; (3) have returned claims seasonably led which could be investigated and paid within



A FULL HOUSE OF OHIO'S FINEST  
Standing—V. A. Homan, Don Crawford. Seated—C. R. Aldrich, L. A. Dollinger, Cliff Martin

is woefully lacking. Plows are merely sticks, and threshing is done by treading the grain out with oxen, and the wind is the cleaning machine, blowing the chaff as grain is thrown in the air.

"There were farms that have been cultivated for hundreds, some for thousands, of years. They were still raising good crops, which is a lesson to those who talk of land being worn out.

"There is every reason why we should push our manufacturing trade throughout the Orient. It will cost something to properly develop this trade, but it will be money well spent. There are millions of people to serve and their wants are increasing daily—wants that can be fulfilled with our products.

Mr. Bridge added that the European obligations to the United States should be paid, for Europe is

the 2-year period, compelling the claimants to file these claims with the Commission or sue.

The average overcharge claim does not warrant the expenditure of any great amount of time, money or energy in its collection. The aggregate of these illegally collected charges, however, is tremendous and therefore the refunding of these charges by the carrier should be made reasonably simple and prompt with a penalty for unreasonable delay in so doing.

2. The collection by the carrier of charges due but not collected—Under Section 16(3) Interstate Commerce Act, "All actions at law by carriers subject to this Act for the recovery of their charges, or any part thereof, shall be begun within three years from the time the cause of action accrues and not after."

The effect of this section is to limit the carriers to collect under-charges for three years before being forced to suit and under the decision of the Supreme Court aforementioned overcharge claims against the carriers must be filed and collected or suit instituted

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against the carriers within the two years. This situation is manifestly unfair and inequitable and should be corrected by proper legislation at the earliest possible moment.

Federal Control.—Under the transportation Act of 1920, Section 206, amended effective February 24, 1922, the time for filing of straight overcharge claims was limited to two years and six months after the termination of Federal control, March 1, 1920.

In the case of James C. Davis, Director, etc., vs. E. I. DePont de Nemours & Co., U. S. Circuit Court of Appeals for the Eighth Circuit, the Court held that the provisions of Par. 3, Sec. 16, Interstate Commerce Act, providing as above, that a carrier must commence an action for the recovery of charges within three years from the delivery of the shipment, did not apply to suits brought by the Director General for the recovery of charges on shipments moving during the period of Federal control.

While it is noted that this decision is not final, should an appeal be taken to the U. S. Supreme Court, yet the tendency of the Court in interpreting the Act shows the necessity for remedial legislation.

Under existing laws, the shipping public can no longer seek the refund of charges illegally collected, but the Director General of Railroads can continue to collect undercharges from the public almost indefinitely.

Suits against the originating carrier.—Under existing laws and the bill of lading contract, claims for loss or damage to shipments may be filed with the delivering or the originating carrier. In the event of failure to make collection through regular claim channels suits must be filed against the originating or so-called "bill of lading" carrier if recovery is to be had in full. The intermediate and delivering carriers are only liable for the exact extent of damage occurring on their lines and while in their possession.

It will readily be seen that the consignee is put to great disadvantage by this situation. The originating carrier may be a small road or electric line with only home offices or for other reasons is not within the jurisdiction of the courts in the state where the consignee or claimant is located. In such cases the claimant is practically without recourse, particularly if the delivering carrier's record shows freedom from liability on its own line.

It is, therefore, strongly recommended that a thorough study of the subject be made with a view to introducing legislation which will make possible the institution of suits with full recovery where merited with either the originating, delivering or intermediate carriers, regard being had to the convenience of the claimant.

Your Committee believes that serious consideration should be given to the foregoing recommendations, and since the matters referred to affect every individual shipper, receiver and trade organization or association, definite steps should be taken at once to secure co-operation in advancing these needed reforms.

The first session ended with a splendid address on "The Value of Local Organizations," by C. R. Aldrich, president of the Northern Ohio Hay Shippers Association, Spencer, Ohio. He stressed the importance of baling, loading and invoicing, and stated that rejections of hay, if they looked suspicious, should be made an association matter.

## WEDNESDAY MORNING SESSION

Again Mr. Niezer led the singing which preceded the second session. The first business was the report of three Arbitration Committees submitted by their chairmen: W. H. Toberman of St. Louis; D. S. Wright of Weedsport, N. Y.; and G. Scott Brooks of Montreal, Canada, the latter read by Secretary Taylor.

## TELEPHONE SERVICE

F. P. Valentine assistant commercial engineer of the American Telephone & Telegraph Company, gave an interesting address on "The Hay Business and the Telephone Service." He told of the efforts the company was making to co-operate with telephone users and offered many suggestions of value regarding the economical use of the phone.

In making calls, particularly to distant points, many of those in the wholesale business have been working up very systematically, in collaboration with some of our people in various parts of the country, very effective selling plans. By prearrangement in many lines of business they arrange with their regular customers that on certain days they will call them up on a station-to-station basis and have them have their wants known, and usually within a couple of minutes the orders can be recorded. This matter of prearrangement, giving your customers a service, having them understand you will be there for that purpose, by telephone at a given time has worked most effectively in certain lines. I am not so sure how much you can do of that but we hope, working with you, we can develop the maximum utility in those lines.

We have found this: In many cases the larger users are not making the most advantageous use of classifications of toll service already available. You are all familiar with the difference between station to station

calls and person to person calls. Many, of course, in transacting business have to deal with a particular individual. Here is a sample of what happens. I know of one case where in one day three of the principals in the concern called 63 different customers. They put those calls all in on a person to person basis. They were nearly all large concerns with which they were talking. It was found on looking over the tickets 60 of those calls were completed the first time the stations were reached; in other words, they might have been made on a station to station basis with a saving of 20 per cent or more—without any loss. The

better co-operative effort toward the actual marketing of the products which you people are engaged in handling.

C. F. Morriss of Richmond, Va., reported for the state vice-presidents, reviewing briefly the condition of the growing crop and the trade in various sections. He also reported that the Association had secured 183 new members during the year, making the present total 1,162. Dan Mullally of St. Louis secured 22 of the new members. He ended his splendid report by advocating care in getting quality as well as quantity in membership, and that members take more personal interest in the affairs of the Association.

## JAMES P. GOODRICH ON "BOLSHEVISM"

Ex-Governor James P. Goodrich of Indiana gave a talk on "The Evolution of the Bolshevik Government," which brought every delegate into the convention hall. He reviewed the devastating effect of applied socialism in Russia, but was not pessimistic of the future of that country. Like other first-hand observers, Mr. Goodrich found that the bolshevik government was making progress, but that every forward step was taken by abandoning some principle of bolshevism. A stable government will come to Russia, but it will not be a socialistic government. The peasants are hard working, and are the back-bone of the country. Industry, however, is at a standstill for lack of capital and will not progress so long as the government has anything to do with commercial enterprises. Capital cannot be induced into the country on present terms, and as capital is necessary the terms will have to be changed. Autocracy is a thing of the past, and bolshevism has almost run its course as an experiment in Government.

## BERT H. LANG TALKS

Bert H. Lang, vice-president of the First National Bank in St. Louis, is in close touch with the farm and also the business situation of the country. He knows the hay and grain business from first-hand experience, so it was no surprise that his address on "Agricultural Difficulties" should be packed full of good sense.

He believes the future of the co-operative movement in such commodities as citrus fruits and tobacco, which are not keenly competitive with the imported surplus of other countries, may succeed. The same principles, however, applied to grain, hay and like commodities, are not destined for sig-



W. H. TOBERMAN, S. P. STEED, EUGENE SMITH

other three calls were made during the lunch hour when they had no right to expect that man would be in, or if they did know his lunch hour they would know they should call some other time.

Now, by a little prearrangement, by a knowledge of the conditions at the other end of the line, when a man is apt to be in, when he is not apt to be in, you can most intelligently select the class of call best designed to handle that at the time.

Further, here is another thing to bear in mind: Up to and including a 25 cent rate, a station to station



THIS DELEGATION HAILED FROM PITTSBURGH  
H. G. Morgan, W. J. Mahood, R. P. Floyd, A. W. Bundy

call gives a five minute initial talking period before over-time applies. Many do not know that, and by making judicious use of that there are possible economies as in preference to the person to person call, particularly where the conversation is apt to run over the initial three minutes allowed on a person to person call.

We hope with your co-operation to work out plans that as we study and develop the various conditions in your industry will enable us to get that to you through the various field representatives of our organization and through your publications. I believe that if we can work, as it would seem we surely can, to that end it would be possible perhaps, if we could compare notes at some future one of your conventions, to find we had made substantial progress toward a

real success. He believes that they are not economical, and that high overhead expense is likely. Further, he believes that disappointment will follow a belief in better terminal market handling facilities than offered through the present marketing system. The avoidance of waste in retailing demanded as a necessary convenience by most people is an important item in the unnecessarily high cost of doing business from farmer to consumer. Other middlemen are not justly blamed for this wide difference considering the capital invested and the risk assumed.

As to the strengthening of the American flour

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trade and in discussing kindred subjects, Mr. Lang said that in furnishing relief to wheat farmers a practicable and workable first aid relief lies within the power of the Secretary of Agriculture. Let him say to the grain trade of this country that for a given period, for example until July, 1924, he will not apply the authority vested in him through the Futures Trading Act in restricting the volume of trading. Let him assure the trade that in recognition of the necessity for a larger buying power in the grain markets at the present time he will not attempt in the least to restrict this trade, either by official decree or through the calling for information on individual transactions, and the American speculator who now believes that wheat is below a fair and equitable value will immediately come into the market in a volume that will absorb these daily hedges that are now exercising such a depressing effect. "Such action in my judgment," said Mr. Lang, "would tend to strengthen confidence and without question it would have a most wholesome effect on the foreign buying mind. My critic may reply that there is no restriction or restraint on trading at the present time, and my reply is that he is technically correct; but there is a natural restraint that comes through fear of a definite ruling temporarily held in abeyance.



W. A. WHEELER, S. W. SWARTWOUT, K. B. SEEDS

What the trade wants is concrete assurance that it will not be interfered with in its investment in a trading commodity which it feels is now selling at a price out of line with everything else in the commodity world."

## WEDNESDAY AFTERNOON SESSION

The first business of the session was the report of the Committee on Statistics, prepared by H. S. Lockwood of New York and read by Secretary Taylor.

D. J. Sims of Auburn, N. Y., traffic manager, gave the report on Transportation in which he told of the railroads attempt to increase the carload minimum on hay, and the probable attempt to increase rates this fall. He also thought it probable that tariffs would be changed to permit a second reconsignment.

## FEDERAL GRADES

The chief business of the afternoon was a discussion of "Federal Grades for Hay," led by W. A. Wheeler; H. B. McClure, and K. B. Seeds, all of the Bureau of Agricultural Economics, Department of Agriculture. The grades and the manner in which they were arrived at has been thoroughly covered in these pages before. At the end of the discussion Mr. Wheeler simply asked the Association to pledge its co-operation in the work it was doing.

Maurice Niezer, chairman of the Grades Committee presented a resolution in which approval was given to the work of the Bureau officials and support of Federal grades was pledged. The grades as promulgated were not adopted by the Association,

however; in fact the vote in favor of the principle of Federal grades carried only by 37 to 34.

George S. Bridge presented the following resolutions relative to the report of the Committee on the Board of Directors' Report:

Whereas, the conditions in the shipping and terminal markets having become unsatisfactory, we recommend a survey be made to endeavor to find advanced methods for marketing hay at such points.

Your Resolution Committee respectfully submits a recommendation that in future, consideration be given to accessibility in choosing locations for holding the annual meeting, believing convenience of easy traveling connections will encourage larger membership attendance.

## SECRETARY TAYLOR'S REPORT

The report of Secretary J. Vining Taylor was given, in part, as follows:

It has been our usual custom since the organization of this Association to render each and every year a report from your secretary's office. It, therefore, gives me pleasure to submit you my fourteenth annual report.

The conditions of the hay business during the past 12 months has probably been as unsatisfactory as any year we have had for a long time. In the beginning of the hay year, it was generally thought that the 1922 crop was a large one and of a medium grade and I think this was true, in a measure. There was very little No. 1 Timothy or top grades to be found—the majority of the tame hays seem to have been No. 2 or lower grades. We are facing this year a shortage in production which, if the Government figures can be depended upon, ought to make a good clean up from any carry-over and cause an advance in price on the new crop later on.

## Arbitration

As usual our arbitration work has been extremely heavy, probably more this year on account of the poor class of hay which went into the markets of the country. As our committees have covered this, we will just give you a recapitulation of this work which is submitted for your information:

Cases compromised .....	19
Cases paid in full .....	11
Cases decided by Arbitration Committee.....	12
Cases now in hands Arbitration Committee.....	4
Cases withdrawn .....	6
Cases appealed .....	1
Defendants suspended for refusing to arbitrate.....	13
Cases under preparation.....	5
Cases of minor importance, unrecorded.....	142
Total .....	213

## Membership

It is with some reluctance we touch upon the subject of membership. Owing to the abnormal condition of business the past year or two, many of our people have found it necessary to seek some other medium of making a livelihood. We have received during the year 183 members, thanks to the splendid efforts and co-operation of our state vice presidents, other officers and members of the organization. There is still much missionary work that can be done along these lines because there are thousands of good people who would come into the organization if they had a chance to do so. You, of course, appreciate the fact that it is impossible for us to get in personal touch with these people and this is why we have asked many of our members to assist us in this work. A few weeks ago we put on an extra stenographer, thinking perhaps a systematic campaign or follow-up system would net us good returns. We have written about 1000 personal letters, the result of which has netted us less than 25 new members. Just why people do not see the benefits of organization is beyond us. We feel if there were no national organization to guide those interested in the hay business we would find a condition as existed before the National Hay Association came into existence. Our loss for the past year from various causes has been 336; our new members, 183 making a net loss of 153. Our membership now totals 1159.

## Trade Papers

The trade papers of this country, particularly those we are more closely affiliated with, such as *Price Current-Grain Reporter*, Chicago, *Hay Trade Journal*, Canajoharie, N. Y., and the *AMERICAN ELEVATOR & GRAIN TRADE*, Chicago, are always found ready to co-operate with us when called upon. Never have we asked for space but what it was gladly given and proper publicity of matters brought to their attention. I cannot pass without sincerely thanking these splendid men for the work they are doing for the trade and recommend them to our members.

## Personal

I desire to pay a most profound tribute to the men of this organization who have and are giving their time, talent and money for your interest and benefit as well as that of the trade in general. As you glance over the list of presidents who have passed through this chair, you will find all of them men of splendid character, ability, unselfish and most profoundly interested in this work.

Mr. Raabe is not unlike the men who have preceded him as he has given the best he had, willingly and

unlimited, to perform the duties devolving upon him so that it might result in benefit to you. I know personally that he has neglected his own business to go when necessary to take care of the Association's affairs. He is a gentleman in every sense of the word, always courteous, thoughtful and with the Association's interest foremost in his mind. It has been a great pleasure for me to serve under him and to help make his administration a success.

No finer class of men can be found in this country than your Board of Directors and other officers. This is why the National Hay Association has always been a success because there have been men conducting the affairs of the Association that I feel were the cream of the trade. I desire to most courteously and sincerely thank every officer, committeeman, and member for responding to my requests and appeals and for co-operating with us where possible. Gentlemen, without this co-operation, no president, Board of Directors, nor secretary can succeed.

I am not unmindful of the good and faithful work of my assistant, Fred Sale. While in the background, he has been loyal, faithful and performed his work in a manner most befitting. And my stenographers—no man could ask for more loyal and faithful service; they have helped make my work a pleasure.

Secretary Taylor reported total receipts, including a balance of \$10,494.35 from last year, of \$31,959.95 and disbursements of \$21,757.37, leaving on hand a balance of \$10,202.56.

## NOMINATIONS

The report of the Nominations Committee was made by C. A. Coleman, and adopted as follows: President, D. S. Mullally, St. Louis; First vice-presi-



WHEN GOOD FELLOWS GET TOGETHER  
D. S. Mullally, Henry Feuchtecht, O. W. Edinger

dent, E. H. Day, Fitchburg, Mass.; Second vice-president, W. H. Lord, San Francisco. Director for one year to fill vacancy caused by Mr. Mullally—G. K. Johnson, Sioux City, Iowa. Directors for two years: Rudolph Raabe, Ft. Jennings, Ohio; C. S. Martin, Ashland, Ohio; J. H. Devlin, Chicago, Ill.; G. A. Hax, Baltimore, Md.; C. A. Coleman, Lyons, N. Y.

## FINAL SESSION

The last session was devoted to formal business beginning with the report of the Resolutions Committee as submitted by F. M. Williams, chairman. The report was adopted as follows:

## RESOLUTIONS

Whereas, it is reported that state and Federal farm agents in some localities are still continuing their commercial activities, in connection with so-called co-operative buying enterprises allied with feed consumption. In the opinion of your committee the secretary should be instructed to address the proper state and Federal authorities in the matter, that this Association goes on record against this unfair class discrimination and that this Association re-adopt the resolution covering the matter passed at our last annual meeting, to-wit:

"Resolved: That this Association, while recognizing the inherent right of any class to organize within legal bounds for its legitimate benefit, and while conceding the basic principles of organization, deeply deplores this seeming Government approval of a form of class legislation; and be it further Resolved, that every member of this Association take due cognizance of this state of affairs and that each member take steps to protest to his representatives in both state and Federal governments, to the end that all business receive justice in the circumstances."

Your Committee recognizes with sincere admiration and appreciation the splendid work of our worthy president and directors, committees and secretary, during the past trying year and joins with the mem-

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bers in expressing our gratitude and praise for their unselfish service. The work of our Transportation Department has been highly satisfactory in protecting the interests of our organization and the trade is entitled to our unstinted praise, which is herewith accorded.

Your Committee is sensible of the great handicap of the present freight rates and desires to submit a suggestion that it be Resolved: That this Association goes on record in favor of a reduction of the present high freight rates on farm products, and further; that the



THOS. V. HENDRICKS, CHAGRIN FALLS, OHIO  
The Speaker at the banquet

secretary be instructed to advise the Railroads and Interstate Commerce Commission of this action on the matter.

Your Committee recognizing the grave responsibilities assumed by the various Arbitration Committees, in handling the cases brought before them, desires to especially direct your attention to the great amount of patience exercised by the various members, and would accord these great workers a full measure of commendation and gratitude.

To the West Baden Springs Hotel management, its staff and workers, we render our sincere thanks.

Resolved: A full measure of thanks be expressed to the Federal Government officials connected with the standardization in the grading of hay, for their uniformly courteous and painstaking co-operation during the past year, and to our trade publications for unlimited space, devoted to our interests.

Resolved: The secretary be instructed to forward

provided a wealth of humor and common sense philosophy which made a great hit.

The great dog and badger fight must not be forgotten, for all who witnessed it declare themselves satisfied. There was a golf tournament, and a baseball game between shippers and receivers, a card party for the ladies, also dancing, and a general good time for all. West Baden made a wonderful setting for the convention and the Hotel did its utmost to insure comfort and enjoyment for all. It was a most successful meeting and everyone present was mighty glad he came.

## FEDERAL TRADE COMMISSION RECOMMENDS RESTRICTIONS

The Federal Trade Commission on July 30 issued its final report on the investigation of grain exporters which it conducted last year. This comprises Volume II of the report and deals with speculation, competition and prices. The Commission makes the following recommendations, which would further cripple the operation of the Chicago Board of Trade:

1. That the Chicago Board of Trade be required to make public each day the total volume of futures operations in each option of each grain for the preceding day, and also the total volume of open trades in each option of each grain in existence at the close of the preceding day, so that the general public may have information as to the basis for the widely quoted prices of Chicago futures.

2. That all brokers, and all commission men, or officers, or large stockholders of companies doing a brokerage or commission business in futures for customers, be prohibited from speculating in grain futures for their own account, in order to prevent abuses and risks arising from the same party acting at the same time as agent and as principal in trading on the exchange.

3. That the car delivery rule and the settlement rule for defaulted futures contracts on the Chicago Board of Trade should be interpreted and applied by an impartial person or tribunal, because these rules involve complex questions of fact, requiring unprejudiced judgment, and because the present practice involves the discretion of the board of directors and the president, who may be called upon to decide questions affecting their respective interests or those of their customers.

4. That the Chicago Board of Trade be required to permit the delivery of grain on futures contracts at other important markets than Chicago, under proper safeguards and equitable terms, whenever necessary.

futures markets. The Chicago Board of Trade, is by far the most important grain futures market in the United States with over 85 per cent of the futures trading during the five year period 1914-1918. Speculation is chiefly in wheat and corn. Futures trading in wheat was restored on July 15, 1920, after being in abeyance from August 25, 1917.

In order to ascertain what effect the operations of large speculators and cash grain dealers who hedged their mercantile transactions, had on the prices of wheat, the Commission secured the daily trades in wheat futures on the Chicago Board of Trade of 12 such speculators and nine such hedgers for the period July 15, 1920, to May 31, 1922. A number of these traders, moreover, gave detailed testimony concerning their operations.

From the information thus obtained, and from other pertinent data, the Commission concludes that while speculation frequently caused injurious aberrations in wheat prices, the extensive decline in prices of the contract grade of wheat at Chicago from an average of about \$2.85 per bushel on July 17, 1920, to a fraction over \$1 per bushel on September 14, 1922, was due mainly to other factors, including supply and demand, rather than to speculation or manipulation. Speculators and hedgers are especially able to run up prices during the delivery month and, when this occurs, after their future interests are closed out, prices inevitably fall. In general, however, it appears that, although the frequent and temporary fluctuations in grain prices may be attributed largely to speculation, the relatively infrequent, but long-time fluctuations, may be attributed almost entirely to other causes including actual supply and demand conditions.

The heavy decline in wheat prices from July to December, 1920, occurred in a period of comparatively light futures trading in which some of the largest speculators were on the "long" side (i.e., anticipating a price advance) until about October, but thereafter generally on the "short" side (i.e., anticipating a price decline).

On the other hand, the advance of about 60 cents per bushel in May 1921, wheat futures was due to a so-called "natural corner", caused largely by a New York exporter standing for delivery on his future hedging contracts of about 2,000,000 bushels of wheat, which was more than could be delivered in Chicago before the close of the month.

The large increase of about 40 cents per bushel in May, 1922, wheat futures during January and February, 1922, resulted chiefly from a wave of speculative buying.

In both of the last-mentioned cases, after the exceptional conditions were removed, wheat prices declined suddenly and extensively, probably to a point lower than they would otherwise have reached, had it not been for these special conditions.

The car delivery rule, which permits delivery of grain on futures contracts in cars on track, instead of in regular elevators, is used only in emergencies, on a vote of the Board of Directors of the Chicago Board of Trade and it has been invoked only twice since its adoption in 1918. Its operation is intended to affect, and naturally results in, an increase in the deliverable supply, and consequently in a decline in price. Moreover, demurrage charges and the difficulty of insuring or borrowing money on grain delivered on track are additional price weakening influences which force prices to a lower level than would be the case of delivery were made in regular elevators. In May 1922, especially the invoking of the car delivery rule helped to break prices lower than would have otherwise been the case. Most of the wheat delivered on track in May 1922, was delivered by the Armour Grain Company, and the J. Rosenbaum Grain Company.

The case of the May, 1921, wheat squeeze mentioned above indicates also that a hedger, under certain conditions, may cause an abnormal price movement of the market quite as extensive as that of a speculator, and that there are less violent price fluctuations on the Chicago Board of Trade when it is used purely as a speculative institution than when used as a market for obtaining cash wheat, because if so used a squeeze or corner may occur. In other words, to avoid artificial prices in futures



A LINE UP OF THE NOMINATING COMMITTEE FOR A PHOTOGRAPH

Governor McCray, Ex-Governor Goodrich, B. H. Lang, F. P. Valentine, Thos. V. Hendricks, Charles R. Aldrich, and Rev. A. G. Slaughter, a note of thanks and appreciation from our Association for their kind assistance in adding to our entertainment and enjoyment.

Your Committee being fully mindful of the necessity of conserving our resources, suggest, as recommended in our worthy president's report, the reduction of the present excessive overhead expense, and further recommends the application of the budget system to future yearly expense; insofar as it can be applied for the good of the Association.

After the formal introduction of the new officers and brief addresses from each, the meeting adjourned sine die.

## ENTERTAINMENT FEATURES

Chief of the entertainments offered the hay men was the banquet held at the West Baden Springs Hotel on July 25. The speaker was Thomas V. Hendricks, and his topic "Comin' Thru the Wry,"

A summary of the report follows:

## SPECULATION

The resolution made particular inquiry as to market manipulations, which are most apt to develop, of course, in the speculation on the large

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practically all future contracts must be closed out other than by the delivery of the actual grain because, if delivery is demanded even in a relatively small proportion of futures transactions, prices may sky-rocket towards the end of the delivery period, and then fall precipitately after its close.

It will be noted that, in the last two cases mentioned, prices were run up by artificial conditions in the spring of the year, when the farmers had little or no wheat to sell, while the resultant slump in prices came at a time when the new crop was moving, and the farmers were beginning to sell large quantities of wheat. It is easier, of course, to run up prices in the May option than in the September option, when the new crop affords an abundant supply of grain.

While the evidence is clear that speculation during this period resulted, in various instances, in producing artificial price changes in the wheat futures market, the speculators, whose trades were obtained, pursued quite diverse buying and selling policies, although their net position taken as a group indicates that they were usually on the profitable side in different turns of the market.

Speculation in corn futures seems not to have had such an extensive influence on corn prices as speculation in wheat futures had on wheat prices. The only striking case of any undue influence of futures trading on corn prices appears in the September, 1920, option, when the prices increased from \$1.22 per bushel on September 25 to \$1.28 on September 30th, as the result of a large long interest. Then on October 1, after this long interest had been closed out, cash corn at Chicago fell about 25 cents per bushel, as compared with September 30.

Various definitions have been proposed for the purpose of distinguishing between the speculator and the gambler, such as the taking of an inherent preexisting risk of the cash grain market as compared with the creation of a new and unnecessary hazard, or the application to the futures market of trained ability and professional skill as compared with ignorant plunging or following tips, or the legal distinction with respect to the existence of a bona fide intention to carry out the contract by delivery or receiving of the actual grain. No matter by which of these definitions the question is determined the great majority of futures traders are gamblers, but it is questionable whether any of these definitions is capable of practical administrative application in distinguishing the speculator from the gambler.

In view of the fact that futures prices have a substantial influence on cash prices (and this is insisted on by most of the proponents of futures trading) and the fact that artificial price conditions so often prevail in the futures market, it seems clear that, if this trading is permitted to continue, the Federal Government should regulate it, in order to prevent abuses.

## COMPETITIVE CONDITIONS

An examination of the correspondence files of the more important grain exporters, jobbers (i.e., merchants who sell free on board vessel at seaports) and elevator operators showed that in the sale of grain for export there was keen competition, but that in the purchase of wheat from the farmers and country elevator by exporters and jobbers there were two distinct price agreements in existence in 1921, one covering the purchase of wheat for export through the Gulf of Mexico ports, and the other that for export from the Pacific Northwest.

The gulf price agreement included certain grain exporters and jobbers at Kansas City, New Orleans and Galveston. During the summer of 1921, there was an agreement among these grain dealers to quote uniform bids for the purchase of wheat in the country for export through Galveston and New Orleans. The uniform bids were arranged in Kansas City each afternoon and wired to a participant at New Orleans, who in turn wired them to Galveston. The agreement on bids seems to have originated late in June, 1921, and was abandoned in August, 1921, due to the repeated non-conformance, by some of the participants, to its terms. The following concerns were active participants in the Gulf agreements: Armour Grain Company, Kansas

City; J. Rosenbaum Grain Company, Kansas City; Norris Grain Company, Kansas City; Simonds-Shields-Lonsdale Grain Company, Kansas City; Hall-Baker Grain Company, Kansas City; Barnes-Piazzek Company, Kansas City; C. B. Fox Company, New Orleans; and E. F. Newing, Galveston.

The cause of the abandonment of the agreement was the necessity of some participants at times of procuring wheat to fill short cash wheat sales. Under such conditions higher bids were frequently made to get the wheat for shipment by a certain time to fill export sales.

Most of the foregoing grain merchants and some others apparently entered into an agreement regarding discounts on the purchase prices of the different grades of wheat. The Commission found indications that J. T. Fahey & Co., a large Baltimore exporter, also participated in this latter agreement and it had planned to examine his correspondence but access to this company's records was requested and refused. As stated in Volume I of this report, the Commission attempted to enforce the statutory grant of power to compel the Baltimore concerns to grant access to their records, but was prevented by negative judicial decision regarding its power in this respect.

A number of grain dealers and millers of the Pacific Northwest also had an agreement on the purchase of wheat in the country during the summer and fall of 1921. The latest information obtained covering December, 1921, showed that this agreement was still in effect.

## DECLINE IN PRICES IN 1920-21

The severe decline in the prices of export grain in 1920 and the very low prices in 1921 were chiefly due to various adverse factors in the general situation of the world market, such as large crops at home and abroad, general business depression, unfavorable exchange rates and limited purchasing power and credit in foreign markets.

## MARKETING CHARGES AND EXPORT FACILITIES

The expenses of marketing grain, were much higher in 1920 than for pre-war years, particularly for transportation and country marketing facilities. When grain prices declined these expenses necessarily became much more burdensome in proportion.

A large proportion of the grain elevator capacity used in the export trade is controlled by large grain merchants. Four of these merchants controlled about 22 per cent of the total capacity, and 21 merchants controlled 43 per cent thereof.

The evidence in this inquiry supports that previously obtained with regard to the inadequacy of public elevator capacity and the necessity of lower storage rates to afford the grain producer and merchant necessary marketing facilities and to prevent price manipulations.

## AGRICULTURE IN CZECHOSLOVAKIA

Compared with Rumania and other primarily agricultural states, Czechoslovakia can be classed as only semi-agricultural. In Rumania 79 per cent of the inhabitants are farming peasants, while in Czechoslovakia 41 per cent till the soil and 59 per cent reside in cities. Certain regions of the republic, for example Slovakia, produce a surplus of foodstuffs, but taken as a whole, the country is not agriculturally self-supporting.

It is probable that, due to the adoption of a higher standard of living, Czechoslovakia will import more wheat than formerly, but this increased importation will be supplied from the surplus-producing states in the south: Hungary and Yugoslavia just as before the partition of the Austro-Hungary monarchy. These southern states will also probably supply most of the pork and pork products that Czechoslovakia will require so that the United States will soon relinquish this market. It is even possible that Czechoslovakia will in the not distant future compete with American producers for the bacon and lard markets of Poland and eastern Germany.

Economic factors in Czechoslovakia have lately forced the farmers of that country to decrease

cereal production in favor of more remunerative kinds of agriculture, notably livestock raising. During the war exports of barley were diminished because of the restrictions placed upon the manufacturer of beer, while oats consumption was decreased by the depletion of the supply of horses in the country. Since the war increased labor costs and the increased purchasing power of the Czechoslovakian crown in international trade have been important factors operating to discourage the production of cereals at home.

The depressed agricultural situation in Czechoslovakia is temporary, due, in the first instance, to the unstable economic conditions with which the struggling republic has had to contend. To a lesser degree it has been affected by the land reform, especially in Slovakia and Ruthenia. With the improvement of these economic conditions and the settlement of the land question the agriculture of the country is bound to return toward normal except as noted. There will probably be: (1) A decrease in beet sugar production; (2) An increase in livestock production; (3) A minor decrease in cereal production. At the present time Czechoslovakia raises about 17 per cent less cereals than before the war, but has added greatly to its livestock production. What cereals it needs will be imported from nearby European countries in exchange for animal products.

## KANSAS POOL EXPENSIVE

The Derby Grain Company of Topeka, Kan., recently submitted to a local paper some interesting figures in respect to the returns Kansas farmers received from the wheat pool:

"I was quite interested in the article in your Sunday paper, 'Final Payment in Pool' and for your information would like to compare this payment with what we paid at Brewster, Kansas, where we have an elevator, which point is a higher rate point by 1½ cents a hundred than any station in Sedgwick County. We figured our total year's business at that point as a comparison, and as most of the wheat was No. 3, which we bought at that station, the No. 3 basis of 86.9 cents would be the one to compare with. Our price figured 95¼ cents for all the wheat we bought at that station. Taking into consideration the difference in freight would make our price just about 10 cents a bushel more than the farmer got in his pool. Aside from paying 10 cents more than the pool netted the farmer, the farmer, of course, got his money as soon as he delivered the wheat. We have known for a long time something of the inside workings of the pool and how it was managed."

## WHEAT STORAGE MONEY AVAILABLE

The Farm Loan Board, which administers the Intermediate Credits Act, has notified the 12 intermediate credit regional banks to accept warehouse receipts on wheat in warehouses approved by the Department of Agriculture. Assistant Secretary Pugsley, in a letter, pointed out how warehouses may comply with the requirements of the Department:

"An individual or an association or partnership desiring to enter the public warehouse business and which can meet the requirements may be licensed under the Act.

"A plan for farm storage within the law is along the following lines: A number of farmers in a community might form a corporate organization. The various farm storages might then be leased or sold to the corporation. The corporation could then operate the various units as a public warehousing system.

"When the corporation meets all the requirements of the Act and the regulations and when it is determined that the various units are suitable for the purpose of the Act, a license would be issued to the corporation to operate the different plants. The corporation, however, would be obliged to operate the different units under their control as public storage places."

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# NEWSLETTERS

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

**G**OVERNOR DAVIS of Kansas has asked the attorney-general to make an investigation into the equalization of assessed values of five of the big grain elevators in Kansas City, Kan. The governor submitted a list of figures that shows a reduction of more than \$4,000,000 from last year's returns. The value fixed by the Wyandotte County assessors and by the Tax Commission:

	Wyandotte Equalized Assessm't	Assessm't
Armour & Co.	\$2,344,820	\$758,489
Simonds-Shields-Lonsdale	600,030	132,270
Terminal	974,310	294,298
Frisco	275,860	67,538
Wyandotte	1,359,620	100,000

The governor pointed out the assessments were made by the local assessors who were on the ground while the reduced valuations were fixed by the Tax Commission in Topeka. It is understood the changes were due to the interpretation of the law relating to the stocks of grain on hand at the beginning of the taxing year and the average values of the grain on hand throughout the year.

Kansas City exporters report only a limited volume of business via the Gulf the past few seasons, a number of the larger concerns indicating that they have sold only about 50 per cent as much wheat as in most other seasons. There was a little activity in getting wheat for the second half of July loadings but the amounts were not large enough for the shortage to have any effect on the market.

After selling the company's stocks of grain, the preliminary statement of the Moore-Lawless Grain Company shows assets apparently exceed liabilities by \$35,000. This includes a book valuation of \$150,000 on the Kansas Central Elevator in Leavenworth, which is said to be a liberal estimate of its value. At the time the firm was placed in the hands of a receiver shortly after the mysterious death of Guy A. Moore, liabilities were about \$540,000. It was said that the late Guy A. Moore carried \$100,000 insurance at the time of his death, \$75,000 of which was payable to his widow and \$25,000 to the company. The latter sum was not included in the above estimate of the assets. Memberships valued at \$26,500 were held by the firm. Paul C. Uhlmann, president of the Uhlmann Grain Company, purchased the office equipment and lease of the Moore-Lawless Grain Company. C. W. Lawless, a partner in the business with the late Guy A. Moore, is at present organizing a grain corporation to be known as C. W. Lawless & Son Commission Company. Martin Lawless, his son, formerly with the Moore-Lawless Company will be with the new firm.

Ben F. Hargis, president of the Hargis Grain Company, has retired from active participation in the grain business after 43 years of service, 31 of which he was a member of the Kansas City Board of Trade. He obtained his membership February 27, 1892, for \$25. He indicated he would keep it for sentimental reasons. Both he and his son, Ben L. Hargis, have served as president of the Exchange, the father in 1901 and the son in 1921. Mr. Hargis is also widely known in financial circles in Jackson County. Ben L. Hargis will assume management of the grain company's business.

L. J. Morgan, who with W. D. Dilts, Jr., has organized the Morgan Grain Company, is an applicant for membership on the Kansas City Board of Trade on transfer from H. H. Savage, formerly with the Wallingford Bros. Grain Company. The Morgan Grain Company recently was granted a charter with a capital stock of \$25,000.

Harry J. Smith, president of the Kansas City Board of Trade, returned recently from an extensive inspection trip through Kansas. "Most farmers," he said, "are selling wheat as it is being threshed, especially the grain that is being threshed immediately from the field. When the movement was first getting under way farmers were receiving 75 to 85 cents a bushel. Growers are not at all pleased with the returns and in sections where farming is on a mod-

erate scale it is undoubtedly unprofitable. In the larger wheat raising districts where a more economical and efficient system is possible they seem to think they will make a little profit. Indications point strongly to a crop of comparatively heavy weight and low protein, probably averaging under 12 per cent. This is disappointing because the route we took comprises the best of the Kansas and Nebraska territory as far as high protein wheat is concerned."

\* \* \*

Kansas City pit brokers who keep in close touch with the volume of trade say that transactions have fallen off fully 20 per cent in the past two months or so and some say their trade has been reduced as much as 50 per cent. The decreased business in all cases is attributed to lack of speculative interest, a condition blamed on the unsatisfactory market situation to the fear of legislative interference.

\* \* \*

"Wheat crop conditions in both England and France are the best in many years," Charles W. Lonsdale, president of the Simonds-Shields-Lonsdale Grain Company, said recently on his return from a month's visit in those countries. "Grain men in those countries say they will need less of our wheat than for the last several years. The agricultural conditions in England are better than the industrial. Thousands of men engaged in industry are out of work and the Government is burdened by that condition. In France things appear well, except that they are rattling swords along the sidewalks over the Ruhr question."

\* \* \*

"Kansas soil is becoming wheat sick," says H. M. Bainer, director of the Southwestern Wheat Improvement Association. "Agricultural authorities in the wheat states are advocating a reduction in wheat acreage, not merely on account of the unprofitable experience of prevailing low prices that has been caused largely by overproduction this year, but also for the reason that with continuous cropping system of wheat following wheat it is impossible to keep up the yield or the soil fertility. Wheat growers are becoming interested in crop rotation and plowing methods that will bring back the fertility of their soil and enable them to produce increased yields with an alternating crop system."

\* \* \*

Mr. Bainer has prepared a poster entitled "Ten Years' Difference Pays for the Land," and requests for copies have been so great that 100,000 have been printed. The Kansas City Clearing House Association and the Federal Reserve Bank are aiding in the distribution, assisted by banks, mills, elevators, county agents, grain dealers and implement houses in the West and Southwest. Many chambers of commerce have requested copies for distribution.

\* \* \*

Nine employees of the Missouri State Warehouse Commission who have been connected with the grain sampling and weighing department in Jackson County have been relieved from duty and the vacancies filled by recent appointments of W. O. Atkeson, the new state warehouse commissioner. It was also said that differences in the management of the office has caused friction between the commissioner and Rex V. Hedrick, who was appointed assistant to the commissioner several weeks ago.

\* \* \*

A suit has been filed against the National Surety Company by W. C. Goffe, receiver for Dilts & Morgan, Inc., for the payment of the \$10,000 bond furnished for Paul Mathews, former manager of the grain firm's branch office in Wichita. At the time of the failure a shortage of more than \$30,000 was disclosed in the Wichita office. The bonding company holds that all the requirements of the bond were not fulfilled and signified their intention of contesting the claim. No legal action has ever been brought against Mathews who is said to be in Seattle.

\* \* \*

D. E. Walter, new manager of the grain purchasing department of the Pillsbury Flour Mills Corporation at Kansas City, has applied for membership in the Board of Trade on transfer from F. W. McCoy. Grain will be bought here for the company's plant at Buffalo and Minneapolis.

\* \* \*

Local grain commission firms are watching with interest the ruling to be handed down in the suit filed in Chicago recently to test the right of the Bureau of Internal Revenue to impose a special occupation tax of \$200 a year upon commission merchants. This tax is supposedly a "broker's tax" and the commission men maintain they are not brokers

and should not be compelled to pay the tax. Members of the Kansas City Board of Trade are assessed in addition to the \$200 Government tax a state tax of \$200. There is a tax of 25 cents on every trade in futures and a special tax of 10 cents for every \$100 in the sale of futures.

\* \* \*

H. F. Hall, president of the Hall-Baker Grain Company, is in Paris.

\* \* \*

Total deliveries on July contracts at Kansas City were 362,000 bushels of wheat, 65,000 bushels of corn and 20,000 bushels of oats.

\* \* \*

Members of the Kansas City Board of Trade began making the routine reports of accounts amounting to more than 250,000 bushels on August 1. Reports are designated by numbers and are made to the clearing house. No representative of the Department of Agriculture has been appointed for this market yet. One probably will be named soon.

\* \* \*

"Mexican corn has been seriously damaged by drought and will make only about half a crop," said S. G. Gate of Eagle Pass, Texas, at the Board of Trade recently. "Wheat growers in Mexico fared much better than the American farmer this year as they received a sum equivalent in American money to \$1.50 a bushel. The Mexican duty on wheat imported from the United States is more than 50 cents a bushel. The duty was also raised on American flour so the mills could purchase American wheat and compete with the comparatively low price of American flour."

\* \* \*

Wheat receipts at Kansas City in July were 6,573 cars, about 21 per cent less than in the corresponding month last year and 13 per cent under the July average for the past 10 years. Corn receipts, 913 cars, exceed the average and oats arrivals, 196 cars, were smaller than the average.

## CINCINNATI

HARRY A. KENNY CORRESPONDENT

**G**ENERAL grain receipts in July were 39 cars less than for the corresponding month in 1922. A total of 1,059 cars of grains was received here during July, as compared with 1,020 in July last year, according to the monthly report of J. A. Hallam, Chief Inspector of the Cincinnati Grain & Hay Exchange. Wheat showed an increase of 9 cars, shelled corn, 45; ear corn, 1; feeds, 3; milo maize, 2, and partition cars of wheat and corn, 8. Oats, rye and barley each declined 6 cars. Hay receipts showed a decrease of 47 cars. Receipts for the month were 489 cars, as compared with 530 cars for July, 1922. According to Mr. Hallam grain and hay receipts for the month were unusually large, owing to the late crop movement.

\* \* \*

Stephen A. Skidmore, 62 years old, father of Earl Skidmore, secretary of the Perin-Brouse-Skidmore Grain & Milling Company, died last month at his home on Price Hill. Death resulted from a nervous breakdown which Mr. Skidmore suffered several months ago. Mr. Skidmore was well known in railroad circles, having been connected with the Big Four Railroad for about 40 years. He was general car foreman and had charge of the freight car system in the Cincinnati district.

\* \* \*

The baseball team of the Cincinnati Grain & Hay Exchange defeated the Chamber of Commerce aggregation in an exciting 10-inning game at the Cincinnati Gym Grounds last month. The score was 14 to 13. Joseph O'Connell of the Cleveland Grain Company and "Red" Fitzgerald were the shining stars for the grain and hay outfit.

\* \* \*

Suit to recover \$7,908 from the United States Government has been filed in the United States Court here by the Dewey Bros. Company, Blanchester, Ohio, grain and hay concern. The amount is said to be due under a contract entered into with the Quartermaster Corps of the United States Army for shipment of hay, straw and bran to Camp Gordon, Atlanta, Ga. The Government in its answer admits that an officer of the corps contracted with the plaintiff for hay, straw and bran, but it charges the plaintiff failed to make deliveries in response to seasonable calls for the same, and that the

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quartermaster at Camp Gordon was compelled to go into the open market and purchase hay which should have been delivered by the plaintiff.

J. A. Collier, representative of the hay, feed and seed division of the Bureau of Agricultural Economics, who is looking after the hay and seed marketing conditions for the Department, was a visitor here last month.

Herman Riesenbergs, auditor of the Cincinnati Grain & Hay Exchange, has returned from Dillsboro, Ind., where he underwent a treatment for a severe attack of rheumatism.

Following a sight-seeing tour through 11 states, Clarence Bender of A. Bender & Sons, accompanied by his mother and sister, has returned from an enjoyable motor trip to Fairview, N. H.

The summer home of A. C. Gale of the A. C. Gale Grain Company on the Whitewater River, near Cedar Grove, Ind., was the scene of a party last month at which Mr. Gale had for his guests 15 members of the local trade.

In a weekly statement, John A. Morris, chairman of the Cincinnati Operating Committee of the American Railway Association, says the movement of box cars to the grain and hay producing territory has been very heavy and predicts that there will be an adequate car supply to handle all movements during the harvest season.

Holdings of Otto Armleder and Claude Ashbrook, Cincinnatians, aggregating more than \$1,000,000 in the Foulds Milling Company have been sold to New York capitalists. The concern will be consolidated with the Woodcock Macaroni Company, Rochester, N. Y.; Warner Macaroni Company, Syracuse, N. Y.; National Macaroni Company, Syracuse, and the Palisade Manufacturing Company, West Hoboken, N. J. The Foulds Milling Company, which was given its start in Cincinnati 30 years ago, has its present home at Libertyville, Ill.

The Cincinnati Grain & Hay Exchange and the hay plugging tracks were closed on August 2 and 10 out of respect to the memory of the late President Warren G. Harding. A resolution deplored the death of the President was adopted at a meeting of the Executive Committee of the organization.

## PHILADELPHIA CORRESPONDENT

T. A. SIEBER

**A**CCORDING to the monthly statistical report of the Commercial Exchange, the stock of grain in public warehouses in Philadelphia on August 1 was: 462,691 bushels wheat, 9,659 bushels corn, 562,039 bushels oats, 40,468 bushels rye and 2,890 bushels barley, compared with 317,622 bushels wheat, 172,503 bushels corn, 818,908 bushels oats, 24,830 bushels rye and 1,933 bushels barley on July 2, and 1,152,447 bushels wheat, 319,965 bushels corn, 67,277 bushels oats, 3,467 bushels rye and 4,442 bushels barley on August 1, 1922. Receipts of grain at Philadelphia during the month of July, 1923, were: 1,404,200 bushels wheat, 20,932 bushels corn, 98,719 bushels oats, 18,415 bushels rye and 1,786 bushels barley. Exports from this port during the month of July, 1923, were: 804,094 bushels wheat and 144,810 bushels corn.

New memberships in the Commercial Exchange have been petitioned for during the past month by Woolman & Company, grain, feed and hay merchants, and the Pere Marquette Railway Company.

Thomas K. Sharpless, of the firm of Brey & Sharpless, flour merchants, and also of the Columbia Milling Company, Columbia, Pa., has taken a month's rest on account of ill health.

Walter K. Woolman, president of the Commercial Exchange, will hereafter reside with his family during the summer months at Bay Head, N. J., where he has built a cottage.

A two-story frame warehouse of John A. Trace, at Nunnery, Pa., was recently destroyed by fire of unknown origin, together with a quantity of grain, flour and feed. The loss is estimated at \$10,000.

Albert L. Hood, vice-president of the grain and feed firm of Ezl. Dunwoody Company, and family have gone to George School, Pa., and will stay there until fall.

The Commercial Exchange was closed Friday, August 10, as a mark of respect to our late President, and the Directors forwarded the following telegram to President Coolidge: "The Commercial Exchange of Philadelphia expresses its deepest sympathy and profound sorrow in the death of President Harding and hastens to assure you of its loyal support during your administration." E. T. Clark, secretary to Mr. Coolidge, replied and said,

"The President has received your kind telegram, and has asked me to express to you his sincere appreciation. Such a message is a source of both encouragement and help at this time, and only the urgent press of other matters prevents a personal acknowledgment."

W. George Coleman, manager of the feed department of C. S. Coleman & Company, is now commuting to Ocean City, N. J., where his family has taken a cottage for the summer.

E. Nattkempe, representing the American Hominy Company of Indianapolis, Ind., and Wm. Kennedy, of Charles Kennedy & Co., grain shippers, Buffalo, N. Y., recently visited at the Commercial Exchange.

A Pennsylvania charter has been granted the Penbrook Drayage & Supply Company, Penbrook, Pa., for the purpose of buying and selling grain, hay, feed and poultry and stock food.

Samuel F. Scattergood, president of the Mutual Trust Company and of the S. F. Scattergood & Co., grain and feed merchants in the Bourse, will commute to Atlantic City, N. J., for the balance of the summer, his family having taken a cottage there.

James J. Rodgers, head of the flour department of Richardson Brothers in the Bourse, has returned from a visit to Kansas City, Mo.

Among the Chicago visitors on 'Change during the past month were: Wm. C. Benckert, export manager of the Armour Grain Company and Alex W. Kay, assistant secretary of Hales & Hunter, feed millers and grain commission merchants.

William and John K. Scattergood, of S. F. Scattergood & Co., grain and feed merchants in the Bourse, together with their families, have open a cottage at Ocean City, N. J., for the summer.

D. W. Dietrich will commence running his flour mill at Lewistown, Pa., on a 24-hour basis. They are now receiving new Soft Winter wheat which is generally of a good quality and dry and grading a No. 2 Red.

Charles V. Herb, wholesale grain and feed dealer, died recently at the age of 66 years at his home in Pittsburgh, Pa. He started in the grain and feed business in 1885. He was a member of the Pittsburgh Chamber of Commerce and of the Grain & Hay Exchange there.

Benjamin Gunner, grain and feed merchant; I. Serata & Sons, flour and feed merchants; L. R. Holmes, manager, Furness, Withy & Co., Ltd., and the American Baltic Chartering & Shipping Company, Inc., have been elected to membership in the Commercial Exchange.

Fire recently destroyed about 100 carloads of grain and feed together with the warehouse of Isaac Serata & Sons at Bridgeton, N. J., causing a loss of about \$75,000, which is partly covered by insurance. The plant comprised about six buildings of frame and corrugated iron construction and occupied about half an acre in the industrial district.

The number of cars unloaded during the month of July, 1923, at the Girard Point Elevator was 438 wheat, 1 corn and 5 rye; at the Port Richmond Elevator there were 131 wheat, 2 corn and 6 rye; at the Twentieth Street Elevator there were 4 corn, 32 oats, 3 rye, 2 barley screenings and 1 kaffir corn.

Notice has been posted by the Traffic Manager of the Commercial Exchange that a service has been established from Chicago and Milwaukee via Rutland-Lake Michigan Transit Company, West Fairport, Ohio, and Baltimore & Ohio Railroad to stations on the latter road at the usual differential on flour and other grain products of four cents per 100 pounds under the all-rail rate.

Visitors from the Northwest on 'Change during the past month included William Fulton of the Mills of Albert Lea, Minneapolis; Reed Jones, of the Fisher Flouring Mills Company, Seattle; H. P. Mueller, manager Milwaukee Grain & Feed Company, Milwaukee, and W. C. Bolte, sales manager of the Cascade Mill & Elevator Company, Cascade, Mont.

A. J. Dando, elevator agent of the Girard Point Elevator has posted notice that all wheat grading "Sample Grade," and wheat grading "Musty" will be handled by them as inspector directs, as in previous years, and it will not be necessary to file drying or other orders covering wheat of these grades.

Involuntary bankruptcy proceedings have been filed against Shane Brothers & Wilson Company of Philadelphia, operators of the Millbourne Flour Mills, which was established in the days of William Penn, in the United States District Court, and upon application, Charles H. Birr has been made permanent receiver for the firm. An attorney familiar with the affairs of the company stated that liabilities were in excess of \$1,000,000 and its assets about \$250,000. Francis B. Bracken said the concern lost money for the last three years in its operations, and after every effort had been

made to reorganize it had failed and it was deemed for the best interests of the creditors that it should go into bankruptcy. The court has granted authority to the receiver to borrow \$30,000 on receiver's certificates to meet the mill's payroll, and purchase materials required in the manufacture of flour.

The average high and low closing prices of cash grain at Philadelphia during the month of July, 1923, were as follows: Wheat, No. 2 Red, for export, \$1.01@1.08; Corn, No. 2 Mixed, for export, \$0.90@.92; No. 2 Yellow, for domestic, \$0.98½@1.07½; Oats, No. 2 White, natural, for domestic, \$0.50@.53.

Among the southwestern visitors on 'Change during the past month were: J. B. Nicholson, treasurer, Kansas City Milling Company, Kansas City; L. E. Davy of the Acme Milling Company, Oklahoma City; N. E. Carpenter, secretary Hall-Baker Grain Company, Kansas City; J. H. Kirk, of the Ismert-Hincke Milling Company, Kansas City; T. L. Hoffman and Harvey J. Owens, of the Kansas Flour Mills Company, Kansas City.

The Commercial Exchange golf tournament is now under way and Filson Graff, of the Barnes-Irwin Grain Company in the Bourse, took the first round. A sterling silver loving cup has been presented by Daniel J. Murphy, in honor of his son, Daniel D., Jr., to any merchant of the Exchange who wins the first three games of the tournament. Another cup will be present for which grain exchanges in New York, Baltimore, Chicago, Minneapolis, Kansas City and other cities will be asked to compete.

Unfavorable action has been taken by the Commercial Exchange on a temporary emergency reduction of 25 per cent on the export rate of flour and wheat from all points in the United States which was proposed by Omaha grain merchants to the Railway Executives' Association recently and which included a limitation period of 30 days at the seaboard. Exporters here felt that if the reduction became effective and something unforeseen happened that the flour or grain could not be moved within the 30-day period, they would lose money due to the fact that they would be charged the old rate.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

**C**ONDITIONS have shown a great change over the month, and the change has been for the better all along the line. The local elevators today are crowded with business and in some cases turning down storage for lack of capacity, whereas 30 days ago some of them didn't have enough grain on hand to provide food for their stray rodents. Movement of wheat has been early and heavy, in spite of the dollar level, and a lot of grain has been moving in from Indiana, Illinois, and from local points. Wheat is unusually good in weight and quality, free of onion, and a lot of it is grading No. 1, and represents the best quality wheat on the market in years. Of course in some cases the poor farmer is having a rough time, but this is no fault of the grain buyer, but due to the world wheat crops, and conditions over which supply and demand hold the last word.

The Kentucky Public Elevator Company reported that wheat had been rolling in so fast that the plant had been really running, as it is unloading 50 to 60 cars a day, and loading out five or six. The plant now has on hand 450,000 bushels of wheat, some of which will be on long storage; 30,000 bushels of corn; 1,500 bushels of rye; 4,000 bushels of oats, and a good deal more stock to come.

Car loading has been on the capacity basis, and a lot of overloading has been done. It is reported that 80,000-pound cars have been coming in with 94,000 pounds, while a lot of cars are loaded to 100,000 or 108,000 pounds, and in some cases the railroads have lightened the cars and reloaded part of the shipment to other cars to prevent damage to rolling stock from overloading. Apparently shippers are endeavoring to grab storage space while it is available.

It is claimed that almost every elevator in Louisville which is accepting storage grain is getting all the grain it is in position to handle, and as a matter of fact the elevator business here is better than at any previous time in months.

Thomas P. Cooper, dean of the State University College of Agriculture, and director of the Kentucky Agricultural Experimental Station, reports a gain in pig raising in the state, this being backed also by the Federal survey. The state is not showing as large a gain as other corn belt states, but has been doing quite well.

The Ballard & Ballard Company, local millers, have been buying large quantities of wheat, and have been filling not only their own storage, but securing storage in other elevators. The general impression seems to be that wheat is right around rock bottom for the season, and while selling has been free, buying has also been

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quite free at the prices. Wheat has been quoted at around 98 cents to \$1 buying for No. 2, with No. 1 quoted at 2 cents higher. Poor grade wheat for chicken feed has been quite scarce.

\* \* \*

Local grain quotations show corn—No. 2 White or Yellow, selling at 96 cents; No. 2, mixed, 95 cents. New oats are starting to move in and are reported to be of very fair quality. Old oats are quoted at 47 cents for No. 2 White, with No. 3 46½ cents. New oats are being quoted at 3 to 4 cents under the old oats in most instances. Feed prices quoted on the sacked basis show bran \$31 a ton; mixed feed, \$33; middlings, \$35; hominy feed, \$39; cracked corn, \$40; feed meal, \$39; 36 per cent, cottonseed meal, \$44; 41 per cent, \$50; old process oil meal, 34 per cent, \$54.

\* \* \*

New hay has just started arriving, but due to hot weather and green condition it is reported to be heating in cars, and receivers are ordering shippers to hold up. More river hay is moving in this year than usual, along with barge wheat, due to an unusually good summer boating stage, as a result of plenty of rains in the Ohio Valley this year. In fact rains have resulted in fine midsummer pasturage and light feed demand.

Hay quotations show No. 1 Timothy, \$23@\$24, with some houses quoting \$25; No. 2, \$20@\$22; No. 1 Mixed, \$22@\$24, No. 2, Light, \$20@\$22; Clover, \$19@\$20; No. 2 Clover, \$17@\$18. Some houses are quoting prices at a couple of dollars under these figures, but it must be either new hay, or an overstock that is trying to be moved prior to the expected arrival of new hay.

\* \* \*

Fire visiting the hay, grain and feed store as well as elevator of R. D. Riedling, at Eighteenth and Magnolia Avenue, on August 3, caused a loss of about \$25,000, of which about \$15,000 was on stock. The old plant, at one time owned by the Kentucky Feed & Grain Company, for years was operated by Chris Miller & Sons, and was entirely burned about 1900. Replaced with a frame structure the second time, this was later burned, and was again replaced with frame, which stayed until the present fire.

\* \* \*

Edinger & Co., local grain, feed and hay jobbers, as well as feed manufacturers, formerly large flour jobbers, have sold their old elevator and other property at Fourteenth and Magazine streets, to the Ohio Valley Grocery Company, at a price of \$40,000. The buyers planning to use it as a grocery storage warehouse. The Edinger interests will secure other quarters, but haven't decided definitely just where they will locate. The building is 79x200 feet and has about 42,000 square feet of floor space.

\* \* \*

From Hickman, Ky., it is reported that farmers claim it cost them 40 cents a bushel to have wheat threshed this year where they did not own threshers, which resulted in the wheat growers being generally discouraged. Several have claimed that they will not plant wheat this fall. Farmers in southern Indiana, north of Louisville, claim that yield has not shown a better average than 15 bushels to the acre.

\* \* \*

O. W. Edinger, of Edinger & Co., is spending a couple of weeks in New York, on a combined business and pleasure trip.

\* \* \*

The Kentucky Department of Agriculture, co-operating with the Federal Department, shows Kentucky raising more tobacco and oats, and less corn and wheat this year. The report, in part, as recently issued, shows:

The total acreage devoted to tobacco is given as 567,000 acres, as compared to 525,000 acres last year. This year's acreage, it is estimated, should give a yield of 522,877,000 pounds.

The wheat crop is estimated at 7,325,000 bushels as compared to 7,475,000 bushels produced last year. This includes all wheat, both winter and spring. The decrease of wheat acreage was placed at 5 per cent.

Acreage devoted to corn this year is the same as last but the crop is said to be very late, indicating a yield of 86,189,000 bushels this year as compared with 88,060,000 last year.

The oats yield is estimated at 5,027,000 bushels compared to 4,282,000 bushels last year. The yields of barley and rye also show an increase over last year's production.

An increase of nine-tenths of 1 per cent in the number of pigs saved from farrowings in the six months ended July 1, 1923, as compared to the corresponding period ending in July, 1922, is forecast in the report.

\* \* \*

The Kentucky Public Elevator Company, Louisville, is still of the opinion that the fire which swept its local plant in April, 1917, was caused by German spies. On July 14 the company made a demand on the Mixed Claims Committee, at Washington, for the Commission to compel the German Government to allow it to look at all reports of its spies in America. A report from Washington, in part, reads:

"This demand to the Mixed Claims Commission, which is hearing the requests for compensation for injuries and loss resulting from the World War was made today by the Kentucky Public Elevator Company, of Louisville, which asserts it lost \$1,000,000 as a result of the work of German spies and firebugs."

"The company respectfully demands the production

of the official records of the Imperial German Government containing all the information of every kind of the activities of its spies and to give the opportunity provided in article 230 of the Versailles treaty, which reads: "The German Government undertakes to furnish all documents and information of every kind, the production of which may be considered necessary to insure the full knowledge of the incriminating acts."

"The discovery of offenders and the just appreciation of responsibility the demand specifies all data between July 31, 1914, and April 1, 1917." Answer to the demand has not yet been made by the Commission.

\* \* \*

E. C. Eberts and C. H. Everitt, 25 Board of Trade Building, Louisville, recently affirmed ownership of the Eberts Grain Company, filing papers to that effect with the County Clerk.

**NEW YORK**  
C. K. TRAFTON - CORRESPONDENT

MANY members of the grain trade on the New York Produce Exchange were pleased to hear that their old associate, William H. Martin, together with James A. Patten, both prominent on the Chicago Board of Trade, had been rewarded for their faith and courage. It was stated that they had been among the leading buyers of corn for months when traders in general were predicting big declines because of heavy stocks. They believed on the assumption that there would be a serious shortage before the end of July and their judgment was convincingly vindicated by the much higher prices at which trading in July terminated. It is good to see someone with the courage of their convictions.

\* \* \*

Members of the flour trade on the New York Produce Exchange and in other markets, notably Baltimore, received with much interest last month the announcement that a combination had been effected between Harry E. White Company and B. H. Wunder, both of the Produce Exchange. It was decided that it would be advantageous to all concerned if the business controlled by the two interests was consolidated. The general management of the combined business will be in the hands of Mr. Wunder.

\* \* \*

Another recent announcement of particular interest to members of the grain trade here and in other markets related to the organization of the firm of Connor & Scudder to conduct a grain and feed business in this territory. Neither of the principals is a stranger in the trade, and this is especially true of James T. Connor, familiarly called "Jim" by the host of friends whom he has won during his active participation in the grain business for over 30 years, during most of which time he was associated with the old firm of Henry D. McCord & Sons. More recently he had been engaged with the Brainard Commission Company, with which his partner, Frank A. Scudder, had also been connected for several years.

\* \* \*

Lester L. Seaman, manager of the Hecker-Jones-Jewell Milling Company, who spent three weeks in July on a trip through Vermont and Maine, recently returned to his post on the New York Produce Exchange evidently greatly benefited thereby.

\* \* \*

Frank Voigt of the Voigt Milling Company of Grand Rapids, Mich., who had been ill for two months, received hearty congratulations upon his recovery when he appeared recently on the floor of the New York Produce Exchange, being introduced by the mill's local representative, Harry G. Spear.

\* \* \*

Arthur Stott, a member of the well-known flour milling family of Detroit, Mich., one of the oldest in the country, was a recent visitor on the New York Produce Exchange, but this time he did not come as a member of the milling fraternity. In short, Mr. Stott has left the flour business and has established several wholesale milk distributing stations in Detroit territory.

\* \* \*

T. C. O'Brien, who was formerly associated with the New York office of the Armour Grain Company, but is once more engaged in the grain trade in Buffalo, spent a short time recently on the Produce Exchange floor and was warmly welcomed by his old friends and associates.

\* \* \*

George Roden, who was for many years an active member of the local feed and grain trades, but had been absent for several months, has returned to the New York Produce Exchange, acting as representative of A. A. Housman & Co., grain, stock and cotton merchants.

\* \* \*

Sellers of feed in this territory as well as in other markets were greatly pleased by the recent unusual development in the trade, namely that feeders had found it advantageous to feed middlings to livestock because of the scarcity and high cost of corn. Dispatches from numerous interior markets stated that corn had become so scarce that it was actually dearer than wheat. Con-

sequently the latter was in many cases being fed to livestock and poultry. If this condition should continue a few months longer it may help the farmer to get rid of his surplus of wheat to better advantage than seemed probable a short time ago.

\* \* \*

Harry Gladwin, for close to 30 years connected with the old flour firm of Holt & Co., principally with the export department, is now associated with the Raymond-Hadley Company, Inc., which had recently absorbed the Holt concern. The retention of Mr. Gladwin proved decidedly gratifying to his many friends and customers, being considered entirely natural and logical as he had been Mr. Holt's right-hand man on the Produce Exchange for many years.

\* \* \*

The numerous reports and rumors recently received regarding grain conditions in Russia have been received with a little more than the proverbial grain of salt by many old and experienced traders who have learned from previous lessons, some of them extremely bitter, that advices coming from that country, or manufactured by prejudiced outsiders, are frequently far from dependable. For one thing, the country is so vast and there is such a lack of system or organization that it has been impossible to secure definite or reliable information. Early in July it was rumored that the Ukrainian crop would certainly be large, and hence there would be an exportable surplus of 200,000,000 bushels, though it was stated that part of this grain would be shipped to other Russian states. Subsequently another estimate was received, supposed to be equally reliable, stating that the surplus would be 140,000,000 bushels, but in spite of this apparent shrinkage of 60,000,000 bushels the bears remained jubilant.

\* \* \*

A. Mennel, the venerable and esteemed head of the Mennel Mills in Toledo, Ohio, spent a few days recently on the New York Produce Exchange prior to sailing for a trip to Europe, during which he will visit the battlefield of Sedan where he was captured by the Germans during the Franco-Prussian War and held as a prisoner for eight months. As usual Mr. Mennel spoke in a decidedly interesting way regarding matters in general. He alluded particularly to the advantages to be derived from the use of electricity instead of coal by flour mills; namely, reduced cost because of the transmission of power over long distances, eliminating the high cost of coal transportation; the saving of valuable space now used for coal storage; the elimination of smoke and dust, and the saving of labor. A vast amount of water power, the potential source of enormous electric power, is now going to waste, whereas the more general use of it would enable millers to produce an even better grade of flour and at lower cost than is now possible.

\* \* \*

Brinkley Evans, recently announced on the bulletin boards of the New York Produce Exchange that he had bought out the interest of Henry Leverich in the Brinkley Evans-Leverich Company and that he is now sole proprietor of the business, having changed the name to Brinkley Evans Company. Mr. Leverich has become associated with the local office of James E. Bennett & Co., acting as representative on the Exchange floor with John A. Hamilton.

\* \* \*

The Board of Managers of the New York Produce Exchange have elected the following applicants to membership: Thomas M. Howell, well-known grain broker on the Chicago Board of Trade; Henry C. Gibbs, grain brokerage; Howard H. Bate, American Trading Company, export and import; Edward A. Theuerkauf, F. A. Marsily & Co., export and import; L. N. Taranto, importer and exporter.

\* \* \*

Robert G. Brandt and Harry R. Proctor, have announced on the bulletin boards of the New York Produce Exchange that they have organized a new firm, Robert G. Brandt & Co., to conduct a cash brokerage business. This was a sequel of the dissolution by mutual consent of the firm of Dennis, Brandt & Co.

\* \* \*

Clark H. Sparks, who recently ceased to be a member of the local flour receiving house of Watson, Sugrue & Co., has become sales manager in New York State—exclusive of Greater New York—for the Commander Mill Company of Minneapolis.

\* \* \*

George H. Sugrue, formerly of the firm of Watson, Sugrue & Co., and at one time New York manager for the Quaker Oats Company (Flour Department), recently formed a new firm, Martin, Sugrue & Co., and has applied for membership in the New York Produce Exchange. This firm will represent the American Hominy Company.

\* \* \*

Arthur E. Orvis of Orvis Bros. & Co., commission merchants and brokers on all leading exchanges, is an applicant for membership in the New York Produce Exchange.

\* \* \*

The Visitors' Register of the New York Produce Exchange recently bore the names of the following members of the grain and allied trades in Chicago: Edward A. James, vice-president of the Armour Grain Company; T. W. Brophy of the B. A. Eckhart Milling Company; Harry S. Klein, cash oats specialist for Bartlett Frazier Co.; Alex W. Kay, assistant secretary of Hales &

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Hunter; Arthur Leask, floor manager on the Board of Trade for J. E. Bennett & Co.; A. B. Lord, corn trader, and Andrew Hazelhurst, John L. Patten, A. M. Adams and E. Glickman, grain traders.

\* \* \*

Announcement was made on the Produce Exchange recently of the organization of the Federal Commission Company, Inc., with a capital of \$250,000. This corporation, of which J. Levine is president, will conduct an export and domestic business in grain. They will be represented on the Exchange floor by P. J. McCulloch and Jerome S. Ormont.

\* \* \*

Following the announcement of the sudden and tragic death of our beloved President, Warren G. Harding, the following cablegram was received by Secretary Rossman of the New York Produce Exchange: "The President and members of the Liverpool Corn Trade Association beg to convey to you their sincere regret and deep sympathy in the loss the people of the United States have sustained in the death of President Harding."

In accordance with the ruling of the Board of Managers the Produce Exchange was closed on Friday, August 3, and in accordance with the proclamation of President Coolidge, the Exchange was also closed on Friday, August 10, the day of the final services for the late President at Marion, Ohio.



**T**HE grain trade in Milwaukee is staging a come-back after the discouraging condition of the past month, when receipts fell to unprecedented low levels. The July figures on receipts are the most cheerful local grain men have found for a long time.

In practically all of the leading grains, there are gains in receipts over those of last year. It is true that the gains recorded in the past month are not very large, but the showing is again favorable and still greater improvement is expected by local grain handlers in the tide of grain offerings in the month of August.

The receipts of wheat for the past month at Milwaukee were 320,105 bushels as compared with receipts of 134,400 bushels for the corresponding month last year. Wheat receipts have actually more than doubled as compared with July of last year. However, since wheat is one of the lesser grains in the Milwaukee trade, the gain of more than 100 per cent over 1922 has less significance than it would otherwise have.

The receipts of corn at Milwaukee for the past month were 1,513,735 bushels. This compares with receipts of 1,377,675 bushels for the corresponding month a year ago. The gain in offerings is only a little over 100,000 bushels, or about 10 per cent, but the tendency is in the right direction which is a great encouragement to Milwaukee grain men.

The receipts of oats at Milwaukee for the month of July were 1,775,225 bushels as compared with receipts for the corresponding month a year ago of 1,576,115 bushels. The gain in receipts over last year is in round numbers about 200,000 bushels, or about 12 per cent. While this is not a brilliant showing, still it indicates that the oats trade is now going better than last year, which again gives promise for the future.

The receipts of barley at Milwaukee for the month of July were 510,740 bushels. This compares with receipts of 636,740 bushels for the corresponding month a year ago. These figures indicate that barley offerings have dropped about 125,000 bushels as compared with last year. The decline in barley supply is almost 20 per cent.

The receipts of rye at Milwaukee for the month of July were 51,225 bushels, as compared with receipts for the corresponding month a year ago of 96,220 bushels. The local receipts of rye have therefore been cut almost in half.

\* \* \*

Revised figures for the crop year show that the corn receipts of the country at primary markets have been 216,000,000 bushels as compared with 298,000,000 bushels since November 1 in the previous crop year. The corn receipts of all primary markets have been cut almost one third. The figures for Milwaukee for the entire crop year show an even greater cut with 12,000,000 bushels receipts in round numbers compared with 20,000,000 bushels for the same period in the previous crop year.

Milwaukee took fourth place among the primary markets in corn receipts a year ago and for the present crop year it stands seventh in corn receipts. Southern and southwestern markets show small losses in corn receipts, while northern markets like Milwaukee show large declines.

Milwaukee grain men declare that corn has been going to the Southwest in large amounts during the present crop year because of the need for additional grain for feeding in that territory and because the corn export movement is more and more going through southern ports instead of eastern ports as formerly.

However, the general belief is that Milwaukee will stage a big come-back as a popular corn market in the coming months. The gains in corn receipts during the month of July tend to support this belief.

For the crop year since August 1 a year ago, Milwaukee has received oats to the extent of 21,000,000 bushels as compared with 23,000,000 bushels for the corresponding period of the year previous. The loss in oats marketing for the year was comparatively small, much smaller than the slump in corn receipts.

\* \* \*

Turning from the record of grain receipts at Milwaukee to that of grain shipments for the past month, the report shows shipments of wheat of 165,841 bushels as compared with shipments for the corresponding month a year ago of 169,200 bushels. The wheat shipments for the month just passed showed a trifling loss.

The shipments of corn for the month of July, 1923, were 855,169 bushels as compared with shipments of 1,280,383 bushels for the corresponding month a year ago. Corn shipments were approximately one-third less than for the same month of last year.

Shipments of oats for the past month were 1,186,524 bushels as compared with shipments of 1,181,512 bushels for the corresponding month a year ago. A very slight gain in oats shipments is shown.

The shipments of barley from Milwaukee for the month just passed were 107,760 bushels as compared with shipments of 383,202 bushels for the corresponding month a year ago. Barley shipments were less than one-third of the volume of shipments in the same month of the previous year.

Shipments of rye from Milwaukee for the past month were 37,750 bushels as compared with shipments of 135,670 bushels for the corresponding month a year ago. Shipments of rye were only about one-third of the usual volume as represented by the record a year ago.

\* \* \*

The Milwaukee Chamber of Commerce followed other grain boards in suspending business for the Harding Memorial. Business was stopped for the entire day following President Harding's death, on August 3, and again on Wednesday, August 7, the exchange stopped trading for a half hour, while the funeral exercises were held at Washington and again on Friday, August 10, the exchange was closed for the entire day.

\* \* \*

Milwaukee flour mills in the past week have made 5,500 barrels of wheat flour as compared with 5,500 barrels in the previous week and compared with 7,000 barrels for the corresponding week a year ago. The output of rye flour for the week at the local mills was nil compared with nothing in the previous week and 1,000 barrels in the corresponding week a year ago.

\* \* \*

Leading hay dealers in Milwaukee report an extraordinary scarcity of hay in prospect for the coming winter season. In a two weeks' period the price of hay jumped from \$17.50 to \$25 a ton for choice Timothy, according to the Kneisler Bros., dealers. Price jumped more than one-third in two weeks. A. G. Kneisler says that it is more than likely that hay will go as high as \$30 a ton in the coming winter.

The reason for the jump, according to Mr. Kneisler, is that the crop is exceptionally short, due to the cold backward spring and the lack of rain during much of the summer. He estimates that the hay crop is about 27 per cent short of the normal volume as the condition of the crop of the state has been set around 66 per cent as compared with 90 per cent for the same date a year ago.

The outlook, according to Mr. Kneisler, is for near famine prices for hay in the coming winter, in contrast with the low prices prevailing for many other of farmers' products.

\* \* \*

The August rate of interest at the Milwaukee Chamber of Commerce has been fixed by the Finance Committee at 6½ per cent. This is the rate which has prevailed for several months and indicates a comparatively steady money market.

\* \* \*

The first car of new oats which appeared recently at the Milwaukee market came from Iowa and tested 33 pounds weight. It was graded as No. 3 White.

The first car of new barley came from Minnesota and graded No. 4 and tested 46 pounds weight.

The first car of new wheat at the Milwaukee market came from western Iowa and graded No. 1 Hard Winter. It tested 61.3 pounds to the bushel and sold at \$1 a bushel, being 3½ cents over the July price prevailing at that time.

\* \* \*

Grain in store at Milwaukee at the close of the first week in August totalled 63,000 bushels of wheat in round numbers, 78,000 bushels of corn approximately, 167,000 bushels of oats, 29,000 bushels of barley and 114,000 bushels of rye. Stocks of grain of all kinds are small with prompt shipments of all surpluses. Even the supply of oats and corn, usually of fairly large volume, is now down to small holdings.

The Milwaukee stocks of flour have again climbed to unusually high figures with 92,000 barrels, approximately at the opening of the month as compared with holdings a month ago of only 16,000 barrels in round numbers. One year ago, the supply of flour was

Forty-Second Year

39,000 barrels, two years ago 16,000 barrels, three years ago 11,000 barrels, four years ago, 35,000 barrels approximately, five years ago 14,000 barrels. It is necessary to go back to 1916 during the World War to find flour stocks on August 1 of 102,000 barrels. The present stocks are close to the high figure during the big war.

\* \* \*

A survey just completed on the male production of Milwaukee shows that this flourishing industry of olden days has been badly hit by the Volstead Act, but the business still survives on a smaller scale.

The maltsters point out that two of the great malting concerns have given up the ghost in recent months—the Milwaukee Malting & Grain Company and the American Malt Company. Maltsters declare that as long as beer is not legalized, the demand for malt is sure to remain small. The making of malt syrup, used in food preparations, and the use of malt for near beer and other things, has caused one old Milwaukee brewery to use no less than 500,000 bushels of malt annually.

Notwithstanding this figure, the total production of Milwaukee malt is now estimated around 7,000,000 bushels annually as compared with an output ranging from 17,000,000 bushels to 20,000,000 bushels a year in the days when beer was made freely.

Milwaukee malt is also in considerable demand for export, the shipments being made largely to South America, to South Africa, Europe and a number of other countries and continents where real beer can still be made. Maltsters vary in their estimates of how much of the present 7,000,000 bushel malt output is exported. Of the four active maltsters, one is not exporting a single pound, a second is exporting a little and a third estimates the total malt export of Milwaukee as about 25 per cent of the total production.

Although exports are not large, most of the Milwaukee produced malt is shipped out of the city. Last year the total malt shipments were in the neighborhood of 6,300,000 bushels and the total local malt consumption was estimated a little over 1,000,000 bushels. These figures indicate that about one-seventh of the malt produced is retained here for local consumption and the other six-sevenths are shipped out to various parts of the country and to foreign countries.

Wisconsin's barley industry has been cut almost in half since the advent of the Volstead Law, the malt output has been reduced to one-third of its former size in Milwaukee and the local consumption of barley is about one-third of its former maximum volume. The barley crop is still used for hog feed and other farm purposes, so that barley would still be raised even if malt manufacture were stopped completely.

Barley prices in Milwaukee are above pre-war levels with ruling prices this year at 60 to 73 cents as compared with 58 to 61 cents in July 1914 and 60 to 65 cents in July, 1913. Barley prices are now about 8 to 12 cents higher than the pre-war levels.

\* \* \*

Lyman G. Bourne, for some time connected with the Taylor-Bourne Company, leading grain handlers of the city, has resigned and gone back into banking. He has been elected a vice-president of the First Wisconsin National bank, his new office to be occupied at the opening of the month of August. The Taylor-Bourne grain business was sold out recently to the Cargill Grain Company.

\* \* \*

Shippers in upper Wisconsin, including Green Bay, Sturgeon Bay, Two Rivers and many other towns in that district as represented by W. F. Kerwin, traffic expert of Green Bay, have come out with a resolution emphatically opposing all forms of compulsory consolidation of railroads.

The resolution as adopted by a large group of shippers, including many grain handlers, declares that more economy can be effected and greater good done for the railroads and business interests by the removal of even a small part of the unnecessary expense now imposed upon the railroads by useless Federal and state regulations.

The shippers in their resolution also assert that, given the opportunity, railway consolidation will proceed of its own motion along logical and economically sound lines as in the past. The shippers are strongly opposed to having any man sit down at Washington, New Haven, or any other town and dictating what roads shall be consolidated here in the Middle West, where they have no knowledge of local conditions.

The economic conditions and practical railroad men should dictate all railway fusions without the slightest interference by outsiders who are ignorant of the whole problem, is the contention.

The resolutions were sent to Albert B. Cummins of Iowa, chairman of the Committee on Interstate Commerce, with the statement that any forced consolidation would seriously hamper the progress now being made by the railroads of the country.

\* \* \*

The record of the Chicago, Milwaukee and St. Paul Railroad for a 21-day period shows traffic volume of 111,000 car loads in three weeks as compared with 97,000 car loads in round numbers in the same period a year ago. The increase in the grain loadings on the road is represented at 16 per cent, while the flour and mill products handled increased something like

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11 per cent. This suggests the stimulus which has recently caused increased grain shipments on the railroads of the Northwest.

\* \* \*

The newly appointed harbor-rail terminal committee of Milwaukee is now making its initial studies to combine the water facilities of the new city harbor project with the various railroad lines. The committee will lay down a number of fundamental propositions which will govern the project.

Prof. F. C. Blood of the University of Wisconsin is just completing his survey of the probable traffic which will be ready when the St. Lawrence deep waterway is built. Milwaukee is the first city on the Great Lakes to make a careful study of what goods will go out of the city and what will come in to be distributed over the Northwest. Prof. Blood has made a special study of the grain trade of the local port to see just what proportion of it is likely to use the St. Lawrence water-way.

This survey will dictate the facilities which will be afforded by the Milwaukee Harbor. The warehouses, terminals, transfer equipment and loading and unloading devices will be based on the returns obtained by Prof. Blood in his studies. In general the Milwaukee Harbor will be designed to serve a large part of Wisconsin and other states in the Northwest. More than \$5,000,000 will be spent on the project.

\* \* \*

The latest crop report of Wisconsin shows that the state is likely to have a rather small crop of oats. The estimates call for a yield of only 88,000,000 bushels of oats as compared with a harvest of 102,000,000 bushels last year and a five-year average of 92,000,000 bushels. The harvest will apparently be a little under the average.

The condition of barley in Wisconsin was also rather low with only 84 per cent which is about 7 points less than the 10-year average. The total yield is estimated at 13,000,000 bushels as compared with 14,000,000 bushels a year ago.

The Wisconsin yield of rye will also be short with estimates calling for 6,000,000 bushels compared with 7,000,000 bushels last year.

Corn condition in Wisconsin is high having suffered less from the dry weather than most of the grains. The production is estimated at 91,000,000 bushels as compared with 89,000,000 bushels last year which was also noted for the big yield.

**DULUTH**  
S. J. SCHULTE - CORRESPONDENT

A RECENT business change on the Duluth market was the appointment of R. C. "Mike" Schiller as representative of the Rosenbaum Grain Corporation of Chicago. Officers have been engaged by the company in the Board of Trade Building and plans have been laid to do a general commission and handling business. "Mike" has a wide circle of personal and business friends on this market who predict success for him.

\* \* \*

First cargo of new rye for the season was received on this market on August 2. It came from Munich, Minn., and was consigned to the Bartlett Frazier Co. It graded No. 1, weighed 57 pounds, and was sold by Frank Pierce, the company's Duluth representative, at 62 cents a bushel. The second car of rye was received by McCarthy Bros. & Co. from Nieche, N. D. a point near the Canadian border. It also graded up well.

\* \* \*

Spencer Kellogg & Sons carried off the honor of receiving the first flaxseed shipment of the new season. It was consigned to H. S. Newell & Co. and was sold at \$2.49, being a good sample. The car was inspected here on August 7, being the earliest date at which a car of new flaxseed was ever received at this point as far as the records disclosed. With the last Government crop report placing the flax yield at 19,000,000 bushels as against 12,000,000 bushels last year, the trade here is looking forward to doing a substantial business in flaxseed up to the close of navigation, especially so as its market is substantially higher than the basis in other grains. Flaxseed experts on this market are generally of the opinion that this season's yield of flax will be larger than the Government estimate in view of the wider area over which it has been put in and the number of small tracts seeded to it, a proportion of which, it is thought, were overlooked by the crop estimators.

\* \* \*

A prominent Fargo, N. D. business man, who was a recent visitor on the Duluth market, asserted that all the information at hand agreed that North Dakota would harvest a disappointing wheat crop this season. He placed the blame for the troubles of North Dakota farmers largely upon their own shoulders as a result of their persistence in sticking to wheat when past results have shown that steady earnings and prosperity might have been promoted through the taking up of diversified farming. The trouble with

a considerable proportion of North Dakota farmers, he asserts, is that they aim to work only about 5½ months in the year and to take it easy the remaining period. Many of them just scratch their seed in the ground in the spring and then appear to trust to providence that it will make a crop with a minimum of work. Any man who might attempt to operate any other business along the same lines, would expect to go broke, he declared.

\* \* \*

R. H. Tietze is now associated with the Atwood, Larson Company, having taken over the Board of Trade membership of R. W. Sidell.

\* \* \*

Charles William Swanstrom, for 21 years flax inspector for the Minnesota State Inspection Bureau, died on August 2 after an extended illness. He was credited with having been one of the best posted men in the Northwest upon the grading of flax and the trade had confidence in his judgment. He was one of the first settlers in this district having located here in 1855.

\* \* \*

A shock was sustained in grain trade circles here over the sudden death, from a stroke of apoplexy, of George McKenzie, who for nearly 15 years had been engaged in the Itasca Elevator Company's offices in the Board of Trade Building. He was popular socially and in business circles, and he was cut off in the prime of life, being only 35 years of age.

\* \* \*

F. E. Lindahl, manager of the Cargill Commission Company, returned from a motor trip from this point to Winnipeg and other districts in Manitoba, fully convinced that farmers of the American Northwest must change their methods of operating their land holdings if they can lay any hope to any measure of steady economic success. His inspection went to show that American farmers up to the Canadian border would only harvest from 8 to 12 bushels an acre, while upon the Manitoba gumbo soil farmers were banking upon realizing all the way up to 25 or 30 bushels an acre. In consequence of that condition Canadian farmers in districts where the crops situation has been favorable, will be able to sell their wheat on their farms at the present going prices and make profits, while American farmers depending on wheat would go broke. Mr. Lindahl is of the opinion that farmers in the American Northwest must take up diversified farming or they will not get anywhere as they are unable to compete with Canadian farmers working cheaper lands and with larger acreage productions in raising Spring wheat. He expressed the hope that Minnesota and North Dakota wheat farmers would soon recognize where the trouble lies at present and change their crop production plans accordingly.

\* \* \*

Grain men and lake shipping interests on this market are watching the outcome of the action of the Canadian Government in putting new lake shipping regulations into effect under which all vessels loading grain at Port Arthur and Fort William must post their rates and terms of charters for each cargo on the Winnipeg Grain Exchange and with the Grain Commissioners at Fort William. Canadian vessel men have complied with that law but American interests have refused to do so, claiming that it would result in conveying information that might be of advantage to competitors. Shipping companies here are inclined to think that the Canadian Government may find it necessary to alter its law in order to move their grain down the lakes during the fall rush and they are in the meantime sitting tight. Taking the experiences of other seasons, they feel that Montreal and other Canadian ports will not be able to take care of the run of grain from the Canadian West. On that theory it is assumed here that American boats will be carrying grain as usual this fall from Fort William and Port Arthur to Buffalo and in the meantime they are waiting to see what is likely to happen. American shippers are doubly interested in the outcome for, should American boats stay out of the Canadian trade, they take it that more tonnage will be available for this market up to the close of navigation and that there would not be another repetition of last fall's pyramiding of lake grain shipping rates and the storage and handling congestion at Buffalo. By the same token it has been noted that a rate of 3 cents a bushel is now being made from Duluth for Buffalo delivery and that with light stocks of last season's grains in the elevators remaining to be moved, shippers are indifferent. It is believed that boat space for grain for August or September shipment can be boated at 3½ cents.

\* \* \*

R. M. White of the White Grain Company lays claim to never having missed an annual convention of the National Hay Association for over a period of more than 25 years. As usual he was on hand at West Baden, Ind., having autoed down and back and having incidentally covered a distance of 2,486 miles in traversing seven states. He visited St. Louis, Mo., and made a close crop survey of the country he covered. As he sees it, the yield of Timothy hay this season over this territory was about 50 per cent, but with a normal outturn of Prairie hay and the carry-over from last season, he thinks supplies will be ample to carry the trade through. Mr. White is looking forward to the coming year showing

substantial expansion in the dairying industry over the Northwest, as a result of outlets for all the dairy products this part of the country can produce, having been developed in the East. He stamps that as gratifying to dealers in hay and feed in that additional demand for their lines is still being steadily developed.

\* \* \*

With the outturn of Spring wheat conceded to have been disappointing over the Northwest, commission men here have arrived at the conclusion that the merchandising of that grain will become practically a domestic proposition during the next fall and winter months. Just as occurred on the last occasion when that situation arose, it is taken for granted that millers at Minneapolis and in southern Minnesota will be ready to pay liberal premiums to obtain Spring wheat for flour mixing purposes and that consequently a small proportion of the crop will move to the elevators here for export shipment. It is in fact assumed that Buffalo millers will be ready to pick up any Spring wheat surplus after millers up this way obtain what they require.

\* \* \*

Specialists in the Durum trade have been busy here lately. Millers have been in the market for Durum for macaroni flour making, and in consequence the premium on No. 1 Amber Durum has been advanced lately from 3 cents to 10 cents over the September price. Offerings of the best grades have been absorbed at advancing premiums recently and it is thought that some interests will be ready to pay fancy prices shortly.

\* \* \*

Occident Terminal Company of Minneapolis has been incorporated with a capital of 1,000,000 to own and operate the new elevator with a capacity of 2,500,000 bushels, now under erection at Duluth. The new company is a subsidiary of the Russell-Miller Milling Company, and the plant under erection here will be the fourth link in its elevator chain. Besides the Occident Elevator at Duluth, the company controls the Electric Steam Steel Elevator Company operating plants in Minneapolis, and the American Elevator & Warehouse Company, operating a plant at Buffalo, N. Y. The new Duluth plant is designed to serve as a connecting link between plants at Buffalo and the Twin Cities, according to W. C. Helm, treasurer of the Russell-Miller Milling Company.

\* \* \*

Grain men on this market do not hope for last season's movement of over 43,000,000 bushels of rye to this market from the county during the crop year ended August 1 last, being much more than half equaled during the coming year. Grain men here with New York connections have asserted lately that Canadian rye for movement from Montreal is being offered for export at lower prices than it can be delivered for from Duluth. As a result of that condition, trade in rye on this market has become draggy.

**TOLEDO**  
C. O. BARNHOUSE - CORRESPONDENT

**O**N AUGUST 1, J. F. Hall, who for the past four years has been Central States Sales Manager for the Weber Flour Mills Corporation, of Salina, Kan., launched out into business for himself as a flour, feed and grain broker and distributor. He retains his present quarters at 1001 Second National Bank Building, and, will, in addition to the Weber flour account, which he will continue to handle, take on a few more southwestern accounts as well as a northwestern Spring wheat flour account, also handling grain, hay and feed. He contemplates the formation of an incorporation in the near future through which he will associate two or three of his former salesmen with him in the business.

\* \* \*

J. L. Cruickshank, of Fostoria, called on friends at the Toledo Produce Exchange a few days ago.

\* \* \*

D. J. Lloyd, of Waterville, L. J. Ducatt, of Sugar Ridge, Eli Dickey, of Jewell, Edgar Thierwechter, of Oak Harbor, R. E. Croninger, of Grand Rapids (Ohio), C. W. Palmer and C. S. Latshaw, of Defiance, were among recent exchange visitors.

\* \* \*

Cyrus S. Weiss, grain and feed distributor, of Wilkes-Barre, Pa., called on several Toledo grain firms and visited the Exchange trading floor not long ago.

\* \* \*

Thomas Sullivan and Donald Edwards, of Chicago, called on Toledo grain dealer and miller friends the latter part of July, and spent a couple days on the trading floor here.

\* \* \*

J. F. Hall, Central States manager for the Weber Flour Mills Corporation of Salina, Kan., with headquarters in Toledo, returned July 27 from a western trip in which he covered the states of Kansas, Iowa and Nebraska looking up crop conditions and expressed surprise at the good appearance of the wheat and corn

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crops in Kansas and Nebraska. He says the corn in Iowa appeared spotted as some sections needed rain badly.

\* \* \*

Wm. Phillips, of Lynchburg, Va., and Henry C. Barton, of Suffolk, Va., representing the Phillips Company of Lynchburg called on the Raymond P. Lipe Company recently.

\* \* \*

G. A. Hax, of G. A. Hax & Co., Baltimore, Md., called on Toledo friends and gave the Exchange a visit August 11.

\* \* \*

Alphonse Mennel, head of the Mennel Milling Company, is visiting his birthplace in northern France, expecting to be away until September.

\* \* \*

Fred W. Jaeger, of J. F. Zahm & Co., and wife, returned July 25 from a month's visit at Atlantic City, N. J., stopping a few days at Cleveland, Ohio, to visit relatives.

\* \* \*

John W. Luscombe, of Southworth & Co., returned from a two weeks' vacation at Clear Lake, Ind., July 24.

\* \* \*

Jos. A. Streicher and Harry Hirsch returned July 24 from a fishing trip to Houghton Lake, Mich.

\* \* \*

H. O. Barnhouse, manager of Hubard, Warren & Chandler's Toledo office, attended the annual meeting of the Michigan Elevator Exchange at Lansing, July 24, and delivered an address on grain marketing.

\* \* \*

L. G. Macomber, traffic commissioner of the Toledo Produce Exchange, returned July 29 from a five weeks' trip to the Pacific Coast, which included a tour extending from Mexico to Canada. Mrs. Macomber and their son accompanied him.

\* \* \*

The Archer-Daniels-Midland Corporation, which a few months ago absorbed the Toledo Seed & Oil Company, has declared a dividend of 1 1/4 per cent on their 7 per cent preferred stock, payable August 1.

\* \* \*

The trans Michigan-Ohio-Indiana Regional Shippers Advisory Board which was formed here a few weeks ago will hold its first monthly meeting at Detroit August 14 at which time the completion of the organization will take place. Traffic Commissioner Macomber is president of the organization.

\* \* \*

The wheat growers of Lucas County held a meeting at Whitehouse July 30 at which the subject of exchanging Trumbull wheat for flour made of the same was under consideration. Trumbull wheat is a creation of the Ohio Agricultural Experiment Station at Wooster and is proving very satisfactory from both the producers' and millers' standpoints.

\* \* \*

Wheat receipts continue large and milling storage space is getting pretty well filled. The out-turn of the Ohio crop has exceeded early estimates and while marketings have been heavy farmers are also holding more than they usually do.

## BUFFALO

ELMER M. HILL CORRESPONDENT

**G**RAIN shipping interests on the upper lakes lost their battle with eastern vessel owners over lake freight charges. The war was brief but hotly contested. The battle afforded plenty of excitement while it lasted and caused the eyes of the navigation world on the Great Lakes to be focused on the grain trade. After a good start, during which many fancy rates were paid for grain tonnage, a general lull occurred and rates tumbled accordingly. The termination of the steady decline in the grain rate did not occur until the rate from the Head of the Lakes to Buffalo and other Lake Erie ports had reached 3 cents.

Vesselmen then refused to take cargoes at that rate and many boats of the mosquito fleet, comprised of small freighters and other miscellaneous package steamers, were sent to the dock. Shippers appeared unconcerned, refused to pay a higher rate and the grain trade late last month came to a sudden standstill.

Although the grain movement did not cut a noticeable figure in navigation circles during the early weeks of this month and may not for several weeks to come, or until the new wheat is ready for shipment at Lake Michigan ports, there was considerable grain to be moved and after three weeks in which the volume accumulated daily, shippers came to terms. The rate was boosted to 3 1/4 cents and many small freighters came out of retirement and took cargoes.

Chartering in the Lake Michigan grain trade has been unusually inactive for the past month, although there is considerable grain to be moved from Port Arthur and Fort William. Canadian steamers have been moving most of the grain from these two ports at the Canadian Head of the Lakes. The rate from

Lake Michigan to Buffalo has been marked up to 3 1/2 cents and some figuring is being done for loading later this month at 4 cents. Boats are being chartered to take wheat from Duluth to Montreal at 9 1/2 cents. Boats are getting 3 3/4 cents from Duluth to Port Colborne for wheat. Grain carriers from Lake Michigan to Montreal are getting 8 1/2 cents.

\* \* \*

The Buffalo Corn Exchange and the grain interests of the city observed the day of national mourning August 10 when President Warren G. Harding was buried in his home town of Marion, Ohio. Trading ceased and few of the grain men were at their offices in the Chamber of Commerce. Banks were closed and there was cessation of all activities at waterfront grain elevators between 4:30 and 5:30 o'clock, the time of the funeral services. The Chamber of Commerce adopted resolutions asking the industries of the city to close down early that afternoon. Big flour and feed mills were quiet while employees paid silent tribute to the memory of the late President.

\* \* \*

Three hundred thousand tiny wasps have been released from the Canadian Department of Agriculture Experimental Station in Elgin County, Ont., to fight the corn borer in western and southern Ontario, across the international boundary from Buffalo. The wasps were imported from the Arlington, N. J., experimental station of the United States Department of Agriculture this summer.

\* \* \*

Dudley M. Irwin, who for many years was identified with the grain industry of Buffalo, and whose affairs were wound up in bankruptcy court, has formed a connection with the Cargill Grain Company, Inc., of New York City.

\* \* \*

Storage of wheat and purchase of flour are advocated in the latest plan proposed to solve the low price wheat situation, according to word received in the Buffalo grain market by members of the Corn Exchange from the American Farm Bureau Federation which has advanced the idea for the withdrawal of 200,000,000 bushels of wheat to be stored on the farms. Under the proposed plan it is declared \$66,000,000 could be made available under the intermediate credits act to loan to farmers for storing their surpluses, which could be kept on the farms in bins designated as bonded Government warehouses under the provisions of the Act. Loans could be made up to three-fourths of the market value of the grain, with the storage receipt as collateral. The plan did not arouse any great interest in Buffalo and experts on grain prices and the problems of farmers expressed the belief that the plan would never materialize.

\* \* \*

Transportation of grain between the Head of the Lakes and Montreal via the Welland Canal was delayed several days during the latter part of July by a break in the walls of the Canal near St. Catharines, Ont. It is estimated the break cost shipping interests at least \$25,000 a day. Many lake grain carriers were delayed at the elevators at Port Colborne.

\* \* \*

The New York State Canal Board at Albany has approved plans of Dwight B. Landau, state engineer, for the construction of a new 1,000,000 bushel grain elevator at Oswego. Although provision for the construction of this elevator was made by the state legislature three years ago, nothing was started until last winter. The structure will be of reinforced concrete with 27 circular bins and 16 intersticke bins and 20 outside bins. Three spouts will provide adequate facilities for discharging the grain into canal boats and cars. These will be directly connected with a conveyor system which will have a loading capacity of 20,000 bushels an hour. There will be a modern dust cleaning system. This will consist of pneumatic cleaners and low pressure conveyors. The elevator, like the one at Gowanus Bay Terminal in New York, will be operated as part of the State Barge Canal system.

\* \* \*

R. D. Ward, formerly associated with the Clover Leaf Milling Company, of Buffalo, is one of the incorporators of the Smith-Ward Company, which has started in the grain and feed business in Buffalo. Harry A. Smith is a director of the U. S. Feed Distributors Association and is well known in the grain trade.

\* \* \*

Daley Bros., Inc., of Rochester is constructing a 6,000-bushel grain elevator at Spencerport and another at Ashwood, N. Y.

\* \* \*

The Broadway Mills Corporation has been organized under the laws of the State of New York with an authorized capitalization of \$50,000 to engage in the feed and grain business. Members of the new firm are Leon Hoinowski, Florence Reiser and Stanley Stopka. The company is located in Buffalo.

\* \* \*

The new steamer *Edwin T. Douglas* of the fleet of grain carriers in the Buffalo-Montreal trade owned by the Eastern Steamship Company, Ltd., a subsidiary of the Eastern Grain, Mill & Elevator Corporation of Buffalo, unloaded 93,187 bushels of Manitoba wheat at Montreal early this month. The vessel brought her load from Fort William and was the largest ever carried between these two ports. The steamer *Nis-*

*bet Grammer* of the same fleet unloaded 90,424 bushels of No. 2 Hard wheat at Montreal, the largest cargo ever carried between Chicago and Montreal. The steamer *Albert C. Fields* of the same fleet loaded 91,986 bushels at Port Colborne for Montreal, an exceptionally good load.

\* \* \*

The Canadian Government has decided to spend \$350,000 for the immediate construction of an addition to the Government grain elevator at Port Colborne, Ont., on lower Lake Erie. The necessary estimates have been passed in the House and tenders are to be called for at once. The present structure has a capacity for 2,000,000 bushels and the new addition will provide for an additional 1,000,000 bushels.

\* \* \*

Canadian agriculture is being deprived of its natural progress by the present system of marketing and mixing grain, Lorne Proudfoot, a member of the Alberta legislature testified before the Royal Grain Inquiry Commission and he suggested that visits should be made to Buffalo and other United States ports to see how the mixing is carried on. Mr. Proudfoot urged the Commission to investigate fully the mixing of Canadian wheat with American cheaper grades.

\* \* \*

Francis G. Ferrin Company, Inc., of Rochester, which has been engaged in the grain and feed industry in western New York for many years, has made a general assignment for the benefit of creditors. Liabilities are about \$45,000 with assets of \$4,000.

\* \* \*

Owing to the new tariff requirements created by the recently enacted Canadian law, American vessels are not going to Fort William and Port Arthur for grain cargoes, it was announced in lake shipping circles in Buffalo. The Canadian vessels are all charted and grain shippers cannot get boats lined up for new business. As a result the grain is reported to be filling up the terminal elevators at the Canadian Head of the Lakes and rates are advancing. The rate earlier in the season was 3 cents but 5 cents is now being sought from the Canadian Head of the Lakes to Lake Erie ports, especially Buffalo.

\* \* \*

The effect of the new law has been to advance rates instead of reducing them, and to produce a partial paralysis of new business. Grain shippers are bidding for tonnage but it is not forthcoming. It is expected, according to reports received in Buffalo from Winnipeg, that shippers will file a formal protest with the Canadian Commission.

\* \* \*

At a meeting of stockholders of the Cashandcarry Feed Corporation, held in the offices of the company at 84 Michigan avenue, it was voted to change the name of the corporation to the Feed Dealers Supply Corporation. Philip R. Park is president and J. F. Lonergan is secretary of the company which is engaged in the grain and feed business. Stockholders present at the meeting includes Messrs. Park and Lonergan, James H. Cosgriff, A. W. Bond and C. C. Parker.

\* \* \*

F. W. Copley has been appointed manager of the new Buffalo plant of the Bemis Bro. Bag Co., Inc. He comes to Buffalo from Kansas City, Mo., where he has been assistant manager of the company's plant in that city.

\* \* \*

Creditors of Ewart & Lake, feed and grain dealers of Geneseo with branches throughout the rural sections of western New York, have accepted a 20 per cent offer in composition and there will be a re-organization of the company. Equity receivership proceedings were started against the company about a year ago to conserve the assets and prevent liquidation of the estate through the filing of a multiplicity of suits by unfriendly creditors. Under the re-organization plans creditors would be paid 20 per cent offer in composition, the receivers would be discharged and the re-organization plans completed.

\* \* \*

The Peoples' Macaroni Company of Buffalo, a consolidation of 5 of the larger independent macaroni factories in the city, is installing new machinery in its factory which now has a capacity of 500 barrels daily. Carmelo Cugino is president of the company.

## GRAIN NEWS FROM BOSTON

BY L. C. BREED

As usual in mid-summer, trade in grain and feed is comparatively quiet. Corn is higher and oats firm. Feeds, especially wheat feeds, are in fair demand. Prices are moderately strong, with bran somewhat higher.

\* \* \*

Though the season was backward, the seed dealers were favored with a larger volume of business than last year, except for grass seed. The demand was cut down through scarcity of help.

\* \* \*

During the last half of July, nearly 1,000,000 bushels of Canadian wheat were booked for export via Boston for the United Kingdom. Approximately 320,000 bushels were contracted for by local exporters. Shipment of grain via this port is attributed to the inability of the port of Montreal to handle all shipments promptly. Vessels leaving Boston during Au-

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gust should have no difficulty in getting cereals as part cargo. If the pending petition for relief from export freight differentials favoring Philadelphia and Baltimore, receive satisfactory consideration by the Interstate Commerce Commission, a large increase in export grain tonnage, it is confidently expected, will take place at this port.

\* \* \*

Meadows and pastures are short in the East. New England tame hay crop is estimated at 4,247,000 tons, a reduction of about five per cent from last year's estimate of 4,476,000 tons. The demand at Boston shows no improvement recently. Medium and lower grades are in plentiful supply, with prices favoring buyers.

\* \* \*

Receipts of grain at Boston for the month of July were as follows: wheat 300,175 bushels; corn 1,175 bushels; oats 129,845 bushels; rye 127,725 bushels; barley 650 bushels.

\* \* \*

Among the numerous visitors to the Chamber during the month of July, were the following: T. Earle Bonone, Baltimore, Md.; K. S. Kenney, Lancaster, Pa.; F. A. Voigt, Grand Rapids, Mich.; Harry Klein, Chicago, Ill.; Elzebert Turgeon, Montreal, Canada; W. H. Dibb, Montreal, Canada; Douglass Cooper, Toronto, Canada; J. E. Cairnes, Chicago, Ill.; J. F. Turnbull, Waverly, N. Y.; A. G. Bemmels, Minneapolis, Minn.; E. E. Woodstrom, Buffalo, N. Y.; D. C. Graham, Minneapolis, Minn.; Alex. W. Kay, Chicago, Ill.

## NEWS FROM NORTHERN OHIO

BY T. J. CUNNINGHAM

One of the first fields of wheat threshed near Tiffin averaged 33 bushels to the acre. This was on the farm of A. H. Allman, proprietor of the Shawhan Hotel here.

\* \* \*

Charles V. Truax, state director of agriculture, estimates a loss to Ohio farmers on wheat this year of \$8,000,000. He bases this loss on the supposition that farmers will not average more than 91 cents per bushel for their wheat this year.

\* \* \*

Frank E. Nowlin Company, Albion, Mich., started work, July 23, on a new warehouse.

\* \* \*

Directors of the Mt. Blanchard Farmers' Elevator Company, Mt. Blanchard, Ohio, elected the following officers: President, Harry J. Greer; vice-president, John S. Burrell; secretary and treasurer, Jacob Line; manager, Carl Bowman; assistant manager, Harry Russell.

\* \* \*

Fred Gottfried, secretary of the Republic Elevator Company, Republic, Ohio, has been elected president of the recently organized Seneca County Elevator Association. Harry W. Tomb has been named secretary. The Association was formed July 19 at a meeting of directors, stockholders and managers of farmers elevators of the county. The state commission agency plan of marketing was explained by A. E. Anderson, director of grain marketing for the Ohio Farm Bureau Federation.

\* \* \*

W. O. Smith has resigned as manager of the Farmers' Elevator & Exchange Company, Mt. Cory, Ohio. A. A. Lee has been employed as the new manager for the company.

\* \* \*

The Putnam County wheat crop is good, with an average ranging from 18 to 30 bushels an acre. Most of the farmers are holding their wheat for higher prices.

\* \* \*

The best yield of wheat in the vicinity of Luckey, Ohio, was 48 bushels to the acre.

\* \* \*

Tiro Equity Union Exchange Company, Tiro, Ohio, at its annual stockholders' meeting, submitted a report showing business the best in the history of the plant.

\* \* \*

Seneca County farmers will be able to get pure Trumbull seed wheat through the state experiment station at Wooster this fall.

\* \* \*

The first two cars of new wheat to leave Mechanicsburg were shipped to Baltimore for export. Many farmers there are storing their wheat.

\* \* \*

The old Keller Mill at St. John's Dam, south of Tiffin, was sold to Harry B. Speck by Albert J. Allman. The property includes the mill and four-tenths of an acre of land on the east side of Sandusky River and one acre on the west side. The water rights were sold with the mill. A deed making the transfer shows the consideration was \$5,000.

\* \* \*

Fred Wolfert, aged millwright at the St. John's mill, south of Tiffin, was seriously hurt, July 28, when his left foot was caught in a corn sheller. The foot was crushed. He was taken to Mercy Hospital, Tiffin, where part of the foot was amputated. Mr. Wolfert is one of the best-known millwrights in this locality, having at various times worked in nearly every mill in this and

surrounding counties. The mill had only recently been purchased by Harry B. Speck from Albert J. Allman.

\* \* \*

The European corn borer has not hit Seneca County yet, according to County Farm Agent Schmidt, who says that reports of European corn borer in various parts of Seneca County when investigated turned out to be the work of the common corn borer or ear worm.

\* \* \*

F. C. Sparks, manager of the Seneca Grain Company, McCutchenville, Ohio, has been appointed manager of the Tiffin Farmers Exchange Company elevator, and will assume his duties August 15, succeeding Claude Fogleman, resigned. Mr. Sparks' successor at McCutchenville has not been named.

\* \* \*

The Sneath-Cunningham Company has leased the elevator of the Mt. Victory Milling & Grain Company, Mt. Victory, Ohio, and will operate it in connection with their chain of elevators. Don Einsel, son of C. R. Einsel, has been appointed manager. The mill, which is separate from the elevator, will be operated as formerly by T. B. Gowgill.

\* \* \*

Incorporation of the Farmers Grain Company, Defiance, Ohio, with a capitalization of \$6,000, has been authorized.

\* \* \*

A total of 520 bushels of wheat, an average of 40 bushels per acre, was threshed from 13 acres south of St. Marys.

\* \* \*

Only about four in every 100 straws of the wheat crop just harvested in Ohio were touched by the Hessian fly. Last year, 11 in every 100 straws were infested; in 1921, 17 per cent and in 1920, 14 per cent. These figures are the result of survey of experiment station, university and state department of agriculture entomologists in 32 Ohio counties.

\* \* \*

L. B. Einsel, former owner of the elevator at McComb, Ohio, has purchased the interests of Jas. Dellinger and W. H. Fike in the elevators at Bloomville and Lykens, Ohio. They will be operated, as formerly, by The Sneath-Cunningham Company, Tiffin.

\* \* \*

Aungst Bros., Archbold, are installing a 90-horse-power oil engine to operate their elevator.

\* \* \*

The Tiro Equity Union Company, Tiro, Ohio, elected the following directors: Emanuel Neff, George Eckstein, Homer B. Crail, Willard Dick and James Farrell.

\* \* \*

The wheat crop is large in the district north of Norwalk. In the vicinity of Shinrock the average yield to the acre is 34 bushels. Out of 2,600 bushels received by the Shinrock Elevator & Supply Company one day recently, nearly all graded No. 1 and No. 2.

\* \* \*

Yeggs who blew the safe of the Ansonia Grain Company, Ansonia, Ohio, obtained only \$20 in cash. A hole was bored in the vault door and nitroglycerine used. Grain sacks were used to muffle the sound.

\* \* \*

The corn crop in the vicinity of Mandale promises to be the largest in years.

\* \* \*

Fifty farmers organized the Fremont local of Northwest Ohio Sales Company, a co-operative marketing organization.

\* \* \*

Rains have set back oats threshing in the vicinity of Willshire, and owing to dampness a great deal of oats that has been marketed is in danger of heating in the elevator bins.

\* \* \*

The wheat crop here is still being harvested, but at no point has the work progressed with anything like the speed that had been anticipated. There is still a considerable amount of wheat standing in the shock, but a vast portion of it has gone into the farmers' barns. At least two-thirds of the wheat hauled to elevators has been put into store. Only farmers needing the money badly have sold from the machine. Most of these have been more or less dissatisfied with the price. Much of the delay in harvesting has been due to rain, but a considerable number have waited to thresh their wheat and oats together, and it seems almost impossible to get the oats dry enough to thresh. The wheat that has come to the elevators is of excellent quality, generally, most of it grading No. 1 and No. 2, and in most cases the yield has been high. A very considerable amount of wheat after being threshed has gone into the farmers' granaries. Some of this has been threshed almost too soon after rain to keep well in a tight granary. The wheat, generally, seems to be free of any foreign matter but cheat and cockle—and comparatively little of the former.

\* \* \*

The oats crop, so far, is proving rather disappointing. Although the acreage is very large, the most of it still stands in the shock, and farmers are having difficulty in getting it dried sufficiently to thresh. Much of it is already molding in the shock. The general opinion seems to be that although the heads had ripened the straw was still green when cut, and rains adding to this condition caused it to mold. Of the amount threshed so far a great deal has been reported tough and stained, and yielding about 40 bushels to the acre. In certain sections the oats are drier, but rather light

in weight. Think farmers are inclined to sell this crop more freely than wheat.

The corn crop here promises to be one of the largest ever raised. Everything has been in its favor and it has attained a remarkable growth. One hesitates to state the height of the stalks for fear of making the reader incredulous, but they are uniformly higher and healthier-looking than this locality has known for years. It has eared out nicely, and, in fact, appears to be perfect. While one is never sure of any crop until it is entirely made, there seems little likelihood of anything happening to prevent a wonderful crop of corn here.

There will be only a moderate crop of Alsike harvested here. The quality, however, is very good and the yield per acre fair.

Red Clover has shown a marked improvement in the last couple of weeks, but in any event this crop will be very short.

\* \* \*

I. H. Lepard, Attica, notified County Agent Schmidt, August 8, that he had found the European corn borer in his sweet corn patch. A visit was made to the farm, but the specimens had already been destroyed. Corn stalks exhibited showed that the borer had penetrated the stalk in every direction. As far as is known, this is the first actual specimen to be found in Seneca County.

\* \* \*

The agricultural extension office of Ohio State University has advised farmers to be on the lookout for signs of the European corn borer during August and September. It is in the townships bordering Lake Erie that the pest is expected to appear, but farmers are advised that broken tassels anywhere in Ohio are worth noticing and reporting.

\* \* \*

A new addition is being built to the Good Elevator at Bloomdale.

\* \* \*

Dayton Adelsperger, Bettsville, has re-covered his elevator with new galvanized iron siding.

\* \* \*

Prof. T. H. Sonnedecker, Government observer for Tiffin, reports the month of July as slightly cooler than the average for a 38-year period. The average temperature was 72.3 degrees; highest 94.0; lowest 47.0. Total precipitation 5.09.

\* \* \*

The wheat crop this year seems to be pretty generally free from smut. Traces of it appeared in only two loads delivered so far this season to a St. Mary's elevator.

## MICHIGAN ASSOCIATION TO MEET

The Michigan Hay & Grain Association will hold its annual meeting at the Bancroft Hotel, Saginaw, on August 21.

President A. L. Reidel will open the meeting and Charles W. Haensel, secretary of the Saginaw Chamber of Commerce will give the address of welcome, responded to by Frank L. Young.

Among the speakers will be H. E. Wilson of Lansing, of the Michigan Millers Fire Insurance Company, who will talk on "Some Things You Can Do to Prevent Fire Losses."

"Problems of the Grain Dealers" will be the subject chosen by F. E. Watkins of Cleveland, president of the Grain Dealers National Association. Howard Jeffords of Port Huron, will discuss "Should Hay Be Purchased Loose in the Mow or After Baled?" C. R. Aldrich of Spencer, Ohio, will have an address on "Value of Local and State Association"; and Frank Diamond of St. Johns will tell of the "Cost of Handling Grain by the Country Elevator Operator."

J. Vining Taylor of the National Hay Association will tell of "Hay Conditions," and the final address will be made by Dr. W. D. Spencer of Hillsdale on "One of the Nation's Problems," at the banquet to be given by the Saginaw Chamber of Commerce in the evening.

This is one of the strongest programs the Michigan Association has had in some time and it should bring out discussions of real value.

THE Dixie Flour, Feed & Fuel Company of Hamilton, Ohio, has been dissolved by order of the court and Jay Korner has been appointed receiver of the estate.

VOLUNTARY petitions in bankruptcy as individuals and as co-partners were filed by Charles E. Arthur and Wm. E. Duthie doing business at Janesville, Wis., as the Bower City Feed Company. Liabilities are \$27,000; assets, \$23,000.

THE percentage of increase in the price of grain in the market in Hungary for the year 1922 over that of 1921 was, wheat 503 per cent; rye 556 per cent; flour from 458 to 650 per cent, according to the grade. The percentage of depreciation of the Hungarian crown is 380 per cent. The cost of living has, therefore, increased faster than the crown has depreciated.

*Editor American Elevator and Grain Trade:*—Please change my address from Meade, Kan., to Protection, Kan. No wheat in Meade County, so am moving to Clark County. THEO. BURKHART, MEADE, Kan.



#### EASTERN

Capitalized at \$50,000, the United States Feed & Grain Merchants, Inc., was incorporated at Williamson, N. Y.

The capital stock of the Taneytown Grain & Supply Company of Taneytown, Md., has been increased from \$20,000 to \$24,000.

A 6,000-bushel grain elevator is being built at Spencerville and another at Ashwood, N. Y., by Daley Bros., Inc., of Rochester.

The Pembrook Drayage & Supply Company has taken a charter at Pembrook, Pa., to conduct a buying and selling business in grain, feed and hay.

#### CANADA

The Mutual Elevator Company, Ltd., on August 1 passed into the hands of the Bole Grain Company, Ltd., of Winnipeg, Man.

The Mortlach, Sask., elevator of the Saskatchewan Co-operative Elevator Company has been closed for the season.

The Saskatchewan Co-operative Elevator Company, Ltd., of Current River, Sask., is planning the erection of a flour mill of large capacity.

A storage annex of 150,000 bushels' capacity is to be erected at Calgary, Ont., for the Western Canada Flour Mills Company, Ltd. The contract has been let.

Colin McClean is superintendent of the Government Elevator at Vancouver, B. C. He was superintendent of the Diamond Feed Mill at Fort William, Ont.

The Reliance Elevator Company of Canada has been sold to the Smith & Murphy Grain Company of Winnipeg. The Reliance company operates 35 elevators in Saskatchewan.

#### INDIANA

The co-operative elevator at Westville, Ind., has been bought by the Brady Bros.

Seeger & Betts have let the contract for a 40,000-bushel additional storage plant at Hedrick, Ind.

The elevators at Deedsburg, Ind., have been bought by A. P. Guise from John Duffey of Logansport.

The elevator at Larwill, Ind., of the Hull Bros., has been sold by them to Smith & Cole Mill & Elevator Company.

The elevator at Radnor, Ind., has been bought by Wiseman Bros. & Co. Needed repairs are being made to the house.

Earl R. White, Arthur G. McCain and Alta White, have incorporated the Pioneer Elevator Company at Worthington, Ind.

A thorough remodeling is being given the Urmston Elevator at Frankton, Ind., and a new electric dump is being installed.

The late C. W. Cooper is succeeded as manager of the Farmers Co-operative Company at Merom, Ind., by J. S. Daugherty.

The co-operative elevators at Tipton, and Haviland, Ind., have been bought for \$2,500 and \$9,000, respectively by Frank Griffis.

O. F. Brewer is making extensive repairs to his elevator at Tipton, Ind., and the mill buildings are being remodeled and repaired.

The Williamsport Grain Company has bought the elevator of F. R. Miller at Williamsport, Ind., and the business will be combined.

The elevator at Centerton, Ind., owned by Finch & Ermentrout is to be managed by L. Canatsey. He was at one time connected with the Branch Grain Company.

The elevator at Rushville, Ind., formerly owned and operated by Jess Winkler, is to be conducted by Henry Alsop under the name of the Alsop Grain Company.

The grain and feed business of F. J. Bonner & Co., at Lafayette, Ind., has been bought by Fred H. Swick who was formerly interested in the Union Feed & Poultry Company.

The Farmers Elevator at Pierceton, Ind., has been leased for one year by Kraus & Apfelbaum of Ft. Wayne, Ind. Possession was given July 18. The company will handle grain, feed, seeds, coal, etc.

The Wabash Grain Company of Oakton, Ind., has let the contract for the erection of a new elevator to replace the house which recently burned. It will include a 25-horsepower No. 31

Western Cleaner, automatic scale, three stands of elevators with handling capacity of 3,000 bushels each.

The capital stock of the McMillan Company of Fort Wayne, Ind., which handles grain, feeds, and seeds, has been increased to \$300,000.

The Akron Grain & Lumber Company has bought the elevator and lumber business of the Akron Cooperative Supply Company at Akron, Ind.

The elevator at Delphi, Ind., owned by Roach & Rothenberger, has been bought by the Whiteman Bros., who took possession July 1. The firm recently bought the elevator at Radnor from J. F. C. Martin & Son.

The property of the Wallace Milling Company, consisting of grain elevator, store building and land at Johnsburg, Ind., has been bought by the Farmers Mill & Elevator Company of Ferdinand, Ind. The building has been remodeled. A. Oeding is in charge.

#### SOUTHERN AND SOUTHWESTERN

The Eberts Grain Company has opened an office at Louisville, Ky.

R. A. Berry is now in the grain business at Atlanta, Ga., with M. H. Haym & Co.

An 80x100-foot warehouse has been completed at Corsicana, Texas, by La Rue & Barron.

A certificate of dissolution has been filed by the Merryville Grain Company of Merryville, La.

A new grain house for storage purposes has been erected at Arlington, Texas, for Thorp & Mitchell.

F. L. Slusher has sold his interest in the Expansion Grain Company of Chickasha, Okla., to other stockholders.

James Anderson succeeds C. H. Dickson as manager of the Farmers Mill & Grain Company of Cleburne, Texas.

A grain cleaner is being installed in the house of the J. H. Bradfish Grain & Elevator Company of Heatherford, Texas.

The 200,000-bushel elevator addition of the Pearlstone Mill & Elevator Company at Dallas, Texas, has been completed.

The Farmers Mill & Grain Company of El Reno, Okla., has enlarged its elevator capacity by running up the bins eight feet.

The capital stock of the Marshall Mill & Elevator Company at Marshall, Texas, has been increased from \$125,000 to \$250,000.

W. F. Gibson is succeeded as manager of the Farmers Grain, Lumber & Coal Company of Ingersoll, Okla., by Lester McKee.

A storage building is under construction at Stamford, (McConnell p. o.), Texas, for the Stamford Mill & Elevator Company.

A new engine, and cornmeal mill, are to be installed for the Fletcher Grain Company of Fletcher, Okla., of which H. G. Smith is manager.

W. H. Hicks, E. J. Friemel and John Bedenk have incorporated at Umbarger, Texas, as the Farmers Elevator Company. Its capital stock is \$7,000.

The property of the Center Wholesale Grain & Grocery Company at Center, Texas, has been bought by the San Augustine Wholesale Grocery Company of San Augustine.

The elevator of the Boothe Bros. at Floydada, Texas, has been leased by the R. C. Ayres Grain & Milling Company of Plainview. R. M. Ayres will be in charge of the plant.

The Decatur Grain & Feed Company has applied for a charter to operate at Decatur, Ga. M. O. Blackwell, H. H. Blackwell and Helen Blackwell are interested. Its capital stock is \$10,000.

The Gladney-Muchmore Grain Company has been formed at Fort Worth, Texas, by Sam W. Gladney and C. E. Muchmore. Mr. Gladney was formerly with the Fort Worth Elevators; and Mr. Muchmore was with the Blewett Grain Company.

Extensive improvements are being made to the property of the Blackwell Mill & Elevator Company of Blackwell, Okla. A new concrete floor will be placed in the engine room, the water reservoir will be enlarged and the boilers and machinery will be repaired.

The Phoenix Elevator at Sherman, Texas, has been sold by the Kimball Milling Company to the Diamond Mill & Elevator Company. The company

recently changed its name from the Diamond Mill Company and increased its capital stock from \$100,000 to \$250,000.

Glen W. Johnston, G. Thompson and Albert J. Young have bought Fred Moore's interest in the Fairview Feed & Grain Company at Fairview, Okla., and will continue under the same firm name.

The Ponchatoula Feed Store of Ponchatoula, La., has been incorporated as the Farmers & Merchants Grain Company, Inc., capitalized at \$6,000. A. T. Callahan will remain as manager of the company.

#### OHIO AND MICHIGAN

The Brady Bros. have bought the property of the Haviland Elevator Company at Haviland, Ohio.

The elevator of the Aungst Bros. at Archbold, Ohio, is to be operated by a 90-horsepower oil engine.

The grain elevator of B. F. Brunke at Fountain, Mich., and the potato storage house have been enlarged.

Repairs and alterations have been made to the plant of the Willard Farmers Exchange Company at Willard, Ohio.

Motors are being installed by the Burroughs-Wolohan Elevator Company of Davidson, Mich., replacing the oil engine.

W. S. Bricker has bought the house at Worstellville (Payne p. o.), Ohio, from the receiver of the Haviland Elevator Company.

A farmers co-operative stock elevator company is to be organized at Linden City, Mich. The company will be capitalized at \$50,000.

A farmers co-operative stock elevator company is to be incorporated at Minden City, Mich., by farmers there, capitalized at \$50,000.

The elevator of P. W. Bredenbach at Kenton, Ohio, has been leased by C. R. Einsel, formerly manager of the Plymouth Elevator.

On August 25 the property of the Savannah Equity Company at Savannah, Ohio, is to be offered for sale including all machinery and fixtures.

Elevator property at Montpelier, Ohio, of H. L. Walker of Alpena has been bought by Ray Nusbaumer, manager of the Farmers Shipping Association.

The elevators, warehouses and business of the Fredericktown Farmers Exchange at Fredericktown and Ankenytown, Ohio, have been bought by H. W. Updike.

The property of the New Carlisle Elevator Company at New Carlisle, Ohio, has been bought by J. B. Studebaker who owns and operates an elevator at Rex.

The interests of W. H. Fike and J. A. Dellinger in the elevators at Bloomville and Lykens, Ohio, have been bought by L. B. Einsel. He took possession at once.

A new elevator company is being organized at Albion, Mich., to take over the plant of the Albion Farmers Elevator Company. It will be operated as a stock company.

The Sneath-Cunningham Company of Tiffin, Ohio, is to operate the grain department of the New Winchester Elevator & Exchange Company of New Winchester, Ohio.

The Collins Elevator Company has bought and will operate the elevator at Collins (Lyons p. o.), Mich., formerly owned by Charles Ginnebaugh. G. G. Croel will be manager.

The F. W. Ewing Elevator at Bettsville, Ohio, has been bought by Dayton Adelsperger. He will remodel it and equip it with new machinery, including a 10-ton truck scale and dump.

The property of the M. C. Mountain & Son at New Lothrop, Mich., has been bought by the New Lothrop Mill & Elevator Company which will do considerable repairing on the plant.

The elevators of Fred C. Betts & Co., at Mt. Sterling and Cooks Station, Ohio, have been taken over by H. M. Crites & Co., of Circleville. George S. Dresbach will have charge of both elevators.

The elevator of the Mt. Victory (Ohio) Milling & Grain Company has been leased by the Sneath-Cunningham Company which will operate it in connection with a chain of elevators. Don Einsel is manager.

To buy and sell grain and feeds of all kinds, the Malinta Elevator Company has been incorpo-

# THE AMERICAN ELEVATOR AND GRAIN TRADE

rated at Malinta, Ohio, capitalized at \$15,000. The incorporators are J. C. Shawber, A. W. Smith, Henry Geist, Henry F. Pohlman and A. E. H. Marker.

The Winchell Flour Company has been organized at Saginaw, Mich., capitalized at \$25,000 to do a business in grain, feed, and flour. Grant Winchell is president; W. N. Peblow is vice-president and secretary.

To buy and sell grain, flour, and feeds, the Mac-Bayer Company was incorporated at Cincinnati, Ohio. H. L. Ayers, Allen W. Baehr, L. E. Baehr, K. S. Morrison and M. M. Shiff are interested. The capital stock of the firm is \$25,000.

Capitalized at \$6,000, the Farmers Grain Company has been incorporated at Defiance, Ohio. S. I. Gruner, Verna M. Gruner, E. W. Costello, W. M. Roehrig and Rosa Roehrig are interested in the firm which will handle grain and farm products.

## MINNESOTA AND WISCONSIN

The Farmers Elevator company is repairing its house at Lewisville, Minn.

The Farmers Co-operative Company at Lonsdale, Minn., is to be reorganized.

The elevator and mill of W. O. Johnson at Amboy, Minn., is being repaired.

The Eagle Roller Mills Company of Cobden, Minn., is repairing its elevator.

The Speltz Elevator at Conger, Minn., is under the management of Oliver Nelson.

A grain elevator is to be erected at Cedar Mills, Minn., for the Victoria Elevator Company.

Considerable overhauling and repairing is being done to the National Elevator at Warren, Minn.

The Spaulding Elevator at Alvarado, Minn., is being managed by Mr. Gillete formerly of Argyle.

The elevator of the Argyle Farmers Grain Company at Argyle, Minn., is undergoing improvements.

The elevator of the Wykoff Shipping Association at Wykoff, Minn., is to be put on a new foundation.

O. A. Farness is now in charge of the property of the Farmers Grain Company of Storden, Minn.

H. E. Hedren succeeds F. J. Goblirsch as manager of the Lafayette Farmers Elevator at Lafayette, Minn.

The Monarch Elevator at Holloway, Minn., is to be conducted during the coming year by G. A. Peterson.

Extensive improvements are being made to the elevator of the Eagle Roller Mill Company of Fairfax, Minn.

T. C. Hager succeeds C. W. Rathisberger as manager of the Farmers Grain & Lumber Company of Slayton, Minn.

G. S. Warburton is succeeded as agent for the Commander Elevator Company at Elysian, Minn., by J. N. Jordahl.

The Ritteman Elevator Company has equipped its elevator at Hawley, Minn., with a grain dump and new scale.

Extensive repairs and changes are being made in the elevator at Fairfax, Minn., operated by the Eagle Roller Mills Company.

The Farmers Grain & Fuel Company of Delhi, Minn., is to be reorganized on a co-operative basis with Robert Parker manager.

The old John R. Schmid Elevator at Springfield, Minn., is being torn down. The building was sold to James Gould some weeks ago.

The elevator of the Houston Co-operative Elevator Company at Houston, Minn., is to be sold and the company is to be dissolved.

Thomas Lovaas, until recently agent for the Northland Elevator Company at Parkers Prairie, Minn., has been succeeded by Thomas Knott.

Julius Wanke resigned as manager of the Stewart Farmers Co-operative Elevator Company at Stewart, Minn., and is succeeded by Paul Dilley.

William F. Converse is in charge of the new elevator of the Russell-Miller Milling Company at Duluth, Minn. He was formerly with the Hallet & Carey Company.

A concrete elevator is to be erected at Pelican Rapids, Minn., by H. E. Frazer whose mill burned recently. He will probably install a feed grinding and mixing unit.

The business of the Peoples Co-operative Stock & Grain Company at Caledonia, Minn., is to be managed by O. N. O. Hefte. William Ryan is assistant manager.

The Greig Zeemar Elevator at Dunnell, Minn., has been bought by the Farmers Co-operative Elevator Company of that place. The farmers company will operate both houses.

The Rialto Elevator at Milwaukee, Wis., has been declared regular by the Chamber of Commerce beginning August 1. The elevator is operated by the Donahue-Stratton Company.

W. F. Meissner of Brandon has bought the elevator of the National Elevator Company's house at Evansville, Minn. The National Elevator concern is

closing out its line of elevators in Minnesota and is building new ones in the Dakotas and Montana.

The Red River Seed & Grain Company has been incorporated at Barnesville, Minn., by Alfred A. Haagenson, S. E. Haagenson and Anton L. Knutson. The capital stock is \$50,000.

The elevator, coal sheds and business of the Farmers Elevator Company at St. Hillaire, Minn., have been sold to Sandberg & Roe who have elevators at Thief River Falls and Crookston.

The Benson Mill at Benson, Minn., has been bought by Jay J. Lang, formerly manager of the Cargill Elevator, and will be operated by him as a grain elevator, handling grain, feed, coal, and other commodities.

The old Northwestern Elevator, known also as the Monarch Elevator at Jasper, Minn., has been bought by Ed. Burg, manager of the Farmers Elevator at Jasper. C. H. Lehman succeeds him with the Farmers Elevator.

The old Cornwell Elevator at Litchfield, Minn., is being torn down. The Acme Elevator, owners of the house, are selling the lumber to the Victoria Elevator Company which will use it to build an elevator at Cedar Mills.

Elmer and Lawrence Luety have taken over the elevator at Beloit, Wis., formerly operated by the J. H. Green & Son Company and are conducting it in connection with their flour and hay business. A new warehouse has been added to the plant.

The Occident Terminal Company was recently incorporated at Minneapolis, Minn., capitalized at \$1,000,000. The new company was incorporated to own and operate the new \$1,000,000 terminal elevator now being built at Duluth, the fourth link in the Russell-Miller Milling Company's chain of elevators. The elevator has a capacity of 2,500,000 bushels. The incorporators are: E. P. Wells, H. S. Helm, C. E. Thayer, C. G. Ireys, L. F. Miller, M. R. Devany and W. C. Helm.

## ILLINOIS

Elmer Reed has leased the J. West Elevator at Glenavon (Le Roy p. o.), Ill.

The J. C. South Elevator at Cameron, Ill., has been bought by F. E. Wilson of Knoxville.

To deal in grain, coal and produce, the Voris Company was incorporated at Stewardson, Ill.

A new elevator is to be erected at West Brooklyn, Ill., for the Farmers Elevator Company.

Work has been completed on the elevator of V. C. Elmore of Ashland at King (Eldred p. o.), Ill.

William Burkley succeeds J. H. Marks as manager of the Inland Grain Company at Wing, Ill.

The elevator at Niantic, Ill., was sold by John Beal to H. O. Bruce and Charles H. Frederick for \$18,750.

The Woolcott Grain Company is building a new warehouse of brick and stone construction at Harrisburg, Ill.

A half interest in the elevator of the Clayton Grain Company at Timewell, Ill., has been bought by E. E. Nelson.

The elevator of the Mackinaw Farmers Grain Company at Mackinaw, Ill., is being covered with galvanized iron.

The elevator of the J. S. South Grain Company at Ormonde (Monmouth p. o.), Ill., on July 28 was sold at sheriff's sale.

The old Port Byron, Ill., has been sold by its receivers to the Port Byron Lime Association who will use it for storing hydrated lime.

The elevator of the Camp Grove Farmers Elevator Co., Camp Grove, Ill., has been sold to the Davis Bros. & Kennel of Galesburg, Ill.

The Ballinger Construction Company has the contract from McCreery & Sons of Croft (r. f. d. Fancy Prairie), Ill., for a grain elevator.

The contract has been let by the A. E. Betts Grain Company of Danville, Ill., for remodeling its elevator at Jamesburg (Potomac p. o.), Ill.

V. E. Kepple has sold his elevator at Bardolph, Ill., to C. R. Lewis Grain Company. Mr. Kepple will manage the elevator during the coming year.

Ed Buckley of Bower bought at auction sale for \$11,000, the elevator and business of the Bentley Farmers Co-operative Company at Bentley, Ill.

The elevator of the Alexander Lumber Company at Burnside, Ill., has been leased by the Hensley Bros., of Keyesport. They took possession July 16.

The Neola Elevator which is owned by the Armour Grain Company at Mendota, Ill., is to be managed by James L. O'Neill, formerly of Triumph.

The T. F. Money Elevator at Newton, Ill., has been bought by the Newton Seed & Feed Company who will move its own elevator to connect up with it.

A corn crib is being built for the Weldon Grain Company of Weldon, Ill., near its elevator. It will have capacity of 10,000 bushels ear corn and 18,000 bushels oats.

The elevator and lumber yard of the Armour Grain Company at Steward, Ill., have been sold to

an Illinois company which took possession August 1. J. R. Reynolds, formerly manager, is now with the Farmers Grain Company of Paw Paw.

The property of the Cummings Grain Company at Martinton, Ill., has been bought by the stockholders of the Martinton Farmers Grain Company. Possession was given July 15.

A new grain elevator is being erected at Kemp, Ill., by T. E. Hamman of Decatur. The elevator will have 50,000 bushels capacity in the main building with capacity of 20,000 bushels in annex.

The house of the Buckley (Ill.) Farmers Grain Company is being improved and equipped with a new 10-ton Fairbanks Truck Scale, and new concrete and brick mill and feed house of two cars capacity.

Articles of incorporation have been filed by the Pinkstaff Co-operative Elevator Company which will operate at Pinkstaff, Ill. The incorporators are John W. Weger, A. Lehr, G. O. Poland and John W. Chidreza.

J. M. Bergeson of Ashton, Ill., who recently went into bankruptcy sold his elevator interests for \$16,710, himself and several farmers getting the property for that sum. One elevator is located at Ashton and another at Middlebury.

## IOWA

The Veldhouse Grain Company is erecting a new office building at Kanawha, Iowa.

A new set of scales is being installed in the Schafer Elevator at West Liberty, Iowa.

Floyd Erickson succeeds Robert Hunt as manager of the Farmers Elevator at Stratford, Iowa.

Jay Thorp succeeds A. E. King as manager of the Farmers Elevator Company at Cooper, Iowa.

A new truck scale has been installed in the house of the Wilkin Grain Company at Albia, Iowa.

John Engleman is manager of the Rands Grain Elevator Company of Rands (R. d. Rockwell City), Iowa.

D. Fuller has bought the Bird Duggar Elevator and feed mill at What Cheer, Iowa, and will operate it.

A new elevator has been completed at Williams, Iowa, by C. R. Beal, which gives him total capacity of 105,000 bushels.

The elevator and lumber yard of the Armour Grain Company at Stuart, Iowa, has been sold by it to an Illinois firm.

The Duval Grain Company of Bennett, Iowa, has installed a Munson Attrition Mill. Electricity will be used for motive power.

A new brick elevator of 40,000 bushels' capacity has been completed at Williams, Iowa, for the Farmers Elevator Company.

The business of the old Talbott Grain Company at Grand River, Iowa, has been sold to Harrison, Ward & Co., of Galesburg, Ill.

Lincoln E. Whitcome is manager of the Farmers Co-operative Company which recently opened for business at Northwood, Iowa.

The Falcom Milling Company's new 100,000-bushel elevator at Des Moines, Iowa, is practically completed and ready for operation.

The general store and elevator of McKee Bros. & Co., at Rainbow (Muscatine p. o.), Iowa, has been bought by George E. Hafris.

The elevator property at Shenandoah, Iowa, has been bought by Glenn Beach who will operate as the Beach Grain & Coal Company.

The elevator of J. H. Deibner at Spirit Lake, Iowa, has been sold to D. J. DeBeer of Creighton, Neb. Possession is to be given July 20.

The Adams Grain Company has erected a 40,000-bushel annex at Lake City, Iowa. The building is iron clad and includes six storage bins.

A. Hakes has sold his interest in the Hakes & Nelson Elevator Company at Manson, Iowa, to A. M. Nelson. He will erect an elevator nearby.

The Farmers Elevator Company is erecting a fireproof warehouse at Clarion, Iowa. It will have a capacity of five carloads of salt and feedstuffs.

The property of the Farmers Co-operative Elevator Company at Swea City, Iowa, has been bought by the Gifford Grain Company. F. S. Gehike will be manager.

The business of the Sigler Lumber & Grain Company at Milo, Iowa, has been sold to Mr. Irwin of Kellerton who will take charge of the house on September 1.

The Farmers' Elevator Company of Williams, Iowa has completed its new brick and tile elevator at that point. The house has a capacity of 40,000 bushels.

The C. Williams Elevator at Boone, Iowa, has been leased by the Gifford Grain Company and went into that company's possession August 1. H. E. Gifford of Cedar Rapids will be in active charge of the elevator.

Repairs are to be made to the elevator of the Duval Grain Company at Bennett, Iowa. An attrition mill is being installed, the equipment to in-

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clude a 30-inch Munson mill with two 40-horsepower motors, an ear corn crusher with 15-horsepower motor and 15-horsepower motor for the elevator.

The Champion Milling & Grain Company has been incorporated at Clinton, Iowa with an authorized capital stock of \$500,000. The incorporators are Edwin Ewing, C. A. Armstrong and J. A. O'Halloran.

The elevator of the O. A. Talbott Company at Keokuk, Iowa, and another country elevator have been sold by the company to Harrison, Ward & Co. of Bloomington, Ill. Messrs. Ward & Harrison it is understood, will operate the business.

The Deep River Farmers Union was recently incorporated at Deep River, Iowa, to conduct a grain, feed, flour, seed, coal, merchandise, poultry, etc., business. Its capital stock is \$20,000. LeRoy Crawford is president; Charles Zimmerman, vice-president; and E. A. Cheney, secretary-treasurer.

## WESTERN

The Farmers Elevator at Pine Bluff, Wyo., is to be managed by C. E. Hacker.

A grain elevator is being built in connection with the warehouse at Capay, Calif.

The old Toppenish Elevator Company of Toppenish, Wash., is to be reorganized.

A new drainage system is being installed by the Martin Grain & Milling Company of Cheney, Wash.

Business has been started in the new Harvester Ranch Elevator at Hanford, Calif., which was recently completed.

The elevator of the Progressive Farmers Club, Inc., at Plentywood, Mont., has been improved with a new grain dump.

The elevator of the Hoven Grain Company at Antelope, Mont., has been equipped with a 22-foot, 10-ton Fairbanks Scale.

The Juab Mill & Elevator Company has bought the property of the Nephi Mill & Manufacturing Company, at Nephi, Utah.

A new warehouse is being built at Auburn, Wash., for E. W. Murphy, grain and feed dealer. The structure will be 60x150 feet.

C. H. Graves is succeeded by L. McClelland as manager of the Longmont Farmers Elevator Company at Sterling, Colo.

John Huff is succeeded as manager of the warehouse of the Occident Elevator Company at Bridger, Mont., by W. G. Blackorby.

M. E. Stansell is succeeded as manager of the La Crosse (Wash.) Elevator & Produce Company, La Crosse, by J. B. Schweiger.

A grain dump has been installed in the Independent Elevator at Fairview, Mont., and other general repairs have been made.

An addition is to be built to the house of the Couer d'Alene Grain & Milling Company of Couer d'Alene, Idaho, for storage purposes.

J. H. Stolts has succeeded as manager of the Farmers Grain & Mill Company at Douglas, Wash., J. M. Fellers who recently resigned.

The interest of G. F. Arthur in the O'Loughlin & Arthur Elevator at Terry, Mont., has been sold by him to H. H. Thorpe of Froid, Mont.

A. E. Holcomb succeeded Frank Baer of Winchester as manager of the Union Warehouse & Mercantile Company of Craigmont, Idaho.

The Newmarket Elevator at Calipatria, Calif., has been taken over by E. W. Chase who has also leased the elevators at Rockwood and Brawley.

The Malden, Wash., warehouse of the Milwaukee Grain Elevator Company is being torn down and moved to Kenova, to enlarge its facilities there.

A storage addition is being built to the warehouse of Kittrick & Hall of Durham, Calif., which will give a total storage capacity of 200,000 sacks.

Capitalized at \$7,500, the Clallam Grain Company has been incorporated at Sequim, Wash. The incorporators are C. C. Haupt and A. L. Brown.

The store of Charles Olson of Kelso, has been bought by Joseph Schuss, president of Hartman & Nathan, grain and general produce dealers of Kelso, Wash.

The warehouse of the Milwaukee Grain Elevator Company at Creston, Wash., is under the management of C. A. Conners who succeeds A. R. Lillengreen.

The building of the Watson Mill & Elevator Company of Paul, Idaho, is being improved. An addition will be erected which will increase the storage capacity.

J. T. Johnson, V. H. Smith and C. L. Fridley have incorporated at Klondike, Ore., as the Klondike Farmers Warehouse Company. The firm will conduct a warehouse and elevator and is capitalized at \$5,000.

Articles of incorporation have been filed in Oregon by Strauss & Co., London grain merchants who on August 1 took over the Northern Grain & Warehouse Company in which it had an interest. C. E. Curran, who recently resigned as manager of the Tacoma Grain Company of Tacoma, Wash.,

is succeeded in business by I. C. Bonham. Mr. Bonham has been with the Tacoma grain firm since its organization.

The grain elevator and warehouse at Fairfield, Idaho, of the Colorado Mill & Elevator Company are to be managed by Sid Stuart formerly of American Falls.

The grain tanks at the Pueblo Flour Mills, Pueblo, Colo., are being repaired. The tanks cracked under their load of grain because of faulty reinforcement when built.

The Farmers Elevator Company at Mansfield, Wash., has been leased by the Seattle Grain Company who will use it in connection with its own warehouse.

The Globe Grain & Milling Company of Montpelier, Idaho, has surrendered the lease on the grain elevator of the Miles Milling & Elevator Company which it has held for two years.

A new warehouse and elevator are being built at Colton, Wash., for the Seattle Grain Company replacing the one it bought some years ago from the Tacoma Grain Company and which was recently razed.

The capital stock of the Sperry Elevator & Storage Company of Ogden, Utah, has been increased from \$25,000 and \$250,000. The company is organized to operate the Sperry elevator interests in Idaho.

The business of the Montana Grain Growers Elevator Company at Billings, Mont., including elevator, flour, feed and coal sheds has been sold by that firm to the Powers Elevator Company of Minneapolis.

The warehouse of the Farmers Elevator Company at Washtucna, Wash., has been leased by Frank Hurst. He resigned his position as manager of the Pacific Coast Elevator Company and will operate his new property.

The warehouses at Waterville, Supplee, Douglas, Alstown, Withrow and Mansfield, Wash., owned by the Milwaukee Grain & Elevator Company, have been leased by the Macdonald Grain Company of Waterville, Wash.

## THE DAKOTAS

Repairs are being made to the Occident Elevator at Linton, N. D.

The Farmers Elevator at Elrod, S. D., has been reopened for business.

C. A. Anderson is now manager of the Farmers Elevator at Michigan, N. D.

The Renfrew & Huff Elevator at Harvey, N. D., has been bought by Gus N. Nelson.

The Farmers Elevator Company of Conde, S. D., will erect a new flour house there.

An 18,000-bushel elevator is being erected at Yankton, S. D., for Henry De Camp.

James A. Trudell is now grain buyer for the Jackson Elevator Company at Mooreton, N. D.

Repair work on the Magnus & Noyes Elevator at Starkweather, N. D., is nearly completed.

A new elevator is to be erected at Jamestown, N. D., for the Farmers Elevator Company.

S. K. Lillethun has resigned as grain buyer for the Halvorson Elevator at McHenry, N. D.

Repairs are being made to Elevator No. 2 of the Farmers Elevator Company at Doland, S. D.

Repairs are being made to the elevator of the Western Grain Company at Wheatland, N. D.

Feed grinding is to be discontinued by the Cooperative Elevator Company of Cogswell, N. D.

The Nelson Grain Company has equipped its elevator at Stanley, N. D., with a new grain dump.

W. W. Westfall has resigned as manager of the Crandon Farmers Elevator Company at Crandon, S. D.

The Martin Elevator at Fryburg, N. D., is to be conducted this year under the management of Joe Cheadle.

A new elevator is under course of construction at Ferney, S. D. It will be ready in time for the new crop.

A complete overhauling has been given the Geiser Elevator at Groton, S. D., operated by E. W. McFarlane.

C. E. Hite resigned as manager of the Atlas Elevator at Frankfort, S. D., and is succeeded by H. N. Hansen.

The Huffton Farmers Elevator Company of Huffton, S. D., is now under the management of C. A. Dickerson.

The house of the Hunting Elevator Company at Baltic, S. D., is to be remodeled and a new foundation put in and the air dump and 10-ton Howe Scale installed.

W. T. Eisnach is succeeded as manager of the Lebanon Equity Exchange of Lebanon, S. D. Mr. Eisnach is manager now of the Rockham Farmers Elevator Company.

L. H. O'Toole has resigned as manager of the Florence Farmers Co-operative Elevator Company at Florence, S. D., and is succeeded by Ed Lewis,

formerly manager of the Frankfort Farmers Co-operative Elevator Company.

Oscar Rogney, formerly of Cooperstown, N. D., is now manager of the Farmers Elevator Company at Froid, Mont.

The Farmers Grain & Trading Company of Sanish, N. D., has changed its name to that of the King Grain Company.

Business operations have been resumed in the Raugust Elevator at Emery, S. D., recently bought by J. Discroll & Son.

Alex Harschanko has equipped his elevator at Benedict, N. D., with a grain dump and a 14-foot Fairbanks six-ton scale.

H. Manbridge has bought the Brandt Freeman Elevator at Lake Andes, S. D., which has not been in operation for some time.

The contract has been let for the erection of a 30,000-bushel elevator at Mahto, S. D., for the McLaughlin Equity Exchange.

A new 10-horsepower gasoline engine has been installed by the Farmers Elevator Company of Draper, S. D., to operate the house.

E. Krogstad of Sisseton, S. D., succeeds S. M. Anderson as manager of the Forman, N. D., house of the Osborne-McMillan Company.

D. C. Morrison is the new manager of the Andrews Grain Company at Edgeley, N. D. Mr. Morrison came from Sykeston, N. D.

A site near Watford City, N. D., has been leased by the Montana & North Dakota Grain Company upon which it will erect an elevator.

G. C. McNeill, W. H. Hatto and Herman Roeber have incorporated at Tulare, S. D., as the Tulare Grain Company. Its capital stock is \$50,000.

John McFadgen is now manager of the elevator at Maza, N. D. He had been in charge of the Farmers Elevator at Rolla, N. D., for two years.

P. R. Judge has sold his elevator interests in Judge & Hinrichs at Parker, S. D., to Frank Hinrichs who will conduct the business in the future.

C. O. Rosengren has resigned as manager of the Farmers Elevator at Vienna, S. D., and is succeeded there by G. M. Thompson of Britton, S. D.

The Farmers Co-operative Company operating an elevator at Miller's Spur, near Bordulac, N. D., has been dissolved and the stock bought by I. R. Stout.

Capitalized at \$25,000, the Manvel Elevator Company has been incorporated at Manvel, N. D. J. P. Poupopre, George Udenby and C. E. Colonsky are interested.

New machinery, including an auto truck dump, new scale, and steel boot tanks, has been installed for the Kaylor Farmers Elevator Company of Kaylor, S. D.

The Farmers Elevator Company of Van Hook, N. D., is reorganizing into a co-operative company. Frank J. Traynor is president of the reorganized company.

The recently organized Farmers Co-operative Elevator Company has taken over the business and property of the Colman Elevator Company of Colman, S. D.

A 10-ton Fairbanks Scale and new engine have been installed in the elevator of the Equity Farmers Elevator Company at Max, N. D. The elevator is being repaired.

Al Davis is manager of the elevator of the Farmers Union Elevator Company at Killdeer, N. D. He was for the past year manager of the company's elevator at South Heart.

The McCaul-Webster Elevator Company has announced that it will immediately rebuild its elevator recently destroyed by fire at Tea, S. D. Building operations will be rushed.

A new elevator is being built at Selfridge, N. D., for the Dodge Elevator Company. It will have capacity of 35,000 bushels and will be ready for operation by September 1.

Capitalized at \$25,000, a co-operative elevator company has been organized at Springfield, S. D. The incorporators are George E. Davis; Jas. Holloman and William J. Honrstra.

Considerable overhauling is being done to the elevator of the Farmers Elevator Company at Plaza, N. D. A new grain dump and a 22-foot Fairbanks Scale are being installed.

A grain dump and truck scale have been installed in the elevator of the Independent Elevator Company at Kongsberg, N. D. Extensive repairs are being made and a new office erected.

Capitalized at \$50,000, Frank Klosterman, Leo Lenz, C. H. Klosterman, Lawrence Jantz and W. J. Klosterman have incorporated at Mantador, N. D., as the Mantador Grain Company.

The Betts Grain Company is now operating the elevator at Ellis, S. D., which was formerly operated by A. H. Betts. The house formerly operated by the Farmers company is now conducted by the Alguire Grain Company.

The Kempton Grain Company was recently incorporated at Kempton, N. D., with G. Gunderson

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president and A. T. Martinson, secretary and treasurer. The company will conduct a grain, coal, feed and flour business.

Capitalized at \$8,000, the Expansion Elevator Company has been incorporated at Expansion, N. D., by H. W. Dohrer, S. H. Hildebrand, Jacob Schwable, Ferdinand Rah, and Fred Adolph, Sr.

John Brandt, Jose Still, W. H. Dennis, E. C. Morton, E. D. Wallace, J. C. Miller and Ed Baumgardner have incorporated, capitalized at \$25,000, as the Page Elevator Company, at Page, N. D.

## MISSOURI, KANSAS AND NEBRASKA

The Atlas Elevator at Randolph, Neb., is being torn down.

The Gothenberg Mills of Gothenberg, Neb., are erecting a new elevator.

Grain, feed, and flour is to be handled at Superior, Neb., by Charles Harber.

C. E. Trump is manager of the Farmers Elevator Company at Potter, Neb.

The Canton Grain Company has completed its new elevator at Canton, Kan.

A new elevator has been built at Cheney, Kan., by the Cheatum Grain Company.

A grain, feed, and coal business is to be conducted at Shelbina, Mo., for C. W. Young.

A storage and wholesale house is to be erected at Colby, Kan., for Harris & Haynes.

The Farmers Union Elevator at Purcell, Kan., has been bought by P. K. Devereux.

A farmers elevator is to be erected at Fulton, Mo. J. E. Fish of Mexico, Mo., is interested.

Walter C. Boulton has bought the business of the Farmers Elevator Company of Plymouth, Neb.

The Bainter Elevator at Hamilton, Mo., has been leased by the Farmers Produce & Grain Company.

Ben Thomson is succeeded as manager of the Duff Grain Company at Syracuse, Neb., by Henry Misch.

The Gorvin Feed & Grain Company of Wichita, Kan., has been bought by Shaft & Griswold of Wichita.

L. Cain on June 16 bought at auction the plant of the Farmers Elevator & Mercantile Company of Floyd, Mo.

Terry Collins is succeeded as manager of the Brock Grain Company of Brock, Neb., by T. M. Buckridge.

The Nye-Schneider-Jenks Elevator at Hay Springs, Neb., has been bought by James A. Moore of Sterling, Colo.

L. S. Douglas is no longer with the Moran Grain Company of Lamar, Mo., having left that company on July 1.

C. A. Sininger has taken over the business of the Carrie Grain Company at Bradshaw, Neb., and will conduct it.

M. C. Phillips has succeeded F. C. Schaupp as manager of the Farmers Elevator Company at Leigh, Neb.

The Southwestern Elevator & Mercantile Company has been granted a charter to do business at Hardtner, Kan.

The elevators at Mentor and Lucas, Kan., have been leased by the H. D. Lee Flour Mills Company of Salina, Kan.

A 100,000-bushel reinforced concrete elevator is to be built at Girard, Kan., for the Hitz & Son Milling Company.

The elevator of the Slater Mill & Elevator Company at Slater, Mo., has been equipped with a new electric power plant.

The elevator at Raymond, Kan., owned by C. H. Davis & Son of Alden, has been bought by George Gano of Hutchinson.

J. A. Brownfield and W. B. Simmons have bought the elevator of John B. Bryan at Prairie Lick, (Boonville p. o.), Mo.

The gasoline engine of the Farmers Grain & Supply Company at Maize, Kan., has been replaced with an electric motor.

A dust remover and Grain cleaner have been installed in the elevator of the Farmers Equity Exchange at Selden, Kan.

The grain elevator of the Boscemeyer Bros. at Courtland, Kan., is to be torn down and replaced with a modern elevator.

Repairs and improvements are being made to the elevator of the Farmers Union Co-operative Association at Sutherland, Neb.

The Keystone Stock Market and the H-U Grain Company of Keystone, Neb., have been consolidated. Knud Nelson is manager.

M. L. Marshall has been appointed general grain manager for all of the elevators of the Mitchell County Farmers Union Co-operative Association of Beloit, Kan.

The contract has been let by the Morrison Grain Company of Bird City, Kan., for a 30,000-bushel elevator. It will be equipped with a 15 horsepower

Fairbanks Type "Z" Engine, 10-ton modern wagon scale, 10-bushel up-to-date automatic scale, cleaner, manlift, etc.

The Farmers Co-operative Company of Emerson, Neb., has decided to dispose of its property if a suitable bid is received.

The partnership of Burt & Roby at Eureka, Kan., is to be closed. The men conducted an elevator, feed, flour and seed business.

C. F. McDonald who recently bought the elevator at Satanta, Kan., will operate as the Farmers Elevator & Merchandise Company.

The elevator of the Farmers Grain, Coal & Lumber Company at Hallam, Neb., is to be covered with galvanized sheeting and roofing.

The elevator at Hardtner, Kan., of the Arkansas City Elevator Company is now under the management of Lee Elzsa of Coldwater.

The elevator property at Clifton, Kan., known as the Union Pacific Elevator, owned by E. J. Turner has been bought by J. P. Coates.

The Farmers Elevator Company has let the contract for overhauling the elevator at Lexington, Neb., and installing new machinery.

The Johnson & Johnson Company has bought the East Elevator at Bertrand, Neb., formerly owned by the Bodman-McConaughy Company.

A 10-inch loading spout, and new steel spouting has been installed by the Derby Grain Company in its plant known as the Golden Belt Elevator at Topeka, Kan.

A 7½-horsepower electric motor has been installed in the elevator of the Derby Grain Company of Lucas, Kan., replacing the old gasoline power used in the plant.

The contract has been let by the Pattonsburg Grain & Produce Company of Pattonsburg, Mo., for a new building which it is estimated will cost between \$8,000 and \$9,000.

A new exhaust fan is being installed, and a new rope drive and general repairs being made to the Wheeler Equity Exchange Elevator at Wheeler, Kan.

The house of the Meriden, Farmers Elevator Company at Meriden, Kan., has been remodeled and covered with iron. A fireproof roof has also been put on.

Capitalized at \$100,000, the Mead-Patterson Grain & Feed Company has been incorporated at Springfield, Mo. J. D. Mead, W. M. Patterson and others are interested.

The Omaha, Neb., offices of the Van Wickle Grain & Lumber Company have been closed. The company will continue in business at York and other Nebraska stations.

The elevator of the Austin Grain Company of Lincoln, Neb., located at Waco, Neb., has been sold by it to the Shannon Grain Company of Kansas City who took possession July 1.

The Frisco-Memphis Elevators at Rosedale, Kan., have been leased by the recently incorporated Lathrop-Marshall Grain Company of Kansas City.

The two elevators will have a combined capacity of 1,050,000 bushels with exceptionally complete handling and transfer facilities.

The Farmers Grain & Supply Company of Galva, Kan., is to be managed by C. I. Norden who recently resigned as manager of the Farmers Union Co-operative Elevator at Galesburg, Kan.

The property of the defunct Farmers Co-operative Elevator Company of Eldorado, Neb., is to be sold at public auction. The property includes a grain elevator, coal and lumber sheds, etc.

The contract has been let by Frank Moser for the erection of a grain elevator at Horton, Kan., replacing the one which burned last spring. The elevator will have a capacity of 15,000 bushels.

Extensive repairs have been completed at the elevator of the Bushton Grain Company at Bushton, Kan. A new driveway is being built and general remodeling is being done throughout the plant.

A 10,000-bushel elevator and coal handling facilities have been completed at South Hutchinson, Kan., for the Walker Grain & Coal Company of which H. S. Walker and Dr. Guy Walker of that city are interested.

The Cedar Elevator Company of which J. H. Duston is president, has bought the elevator of the Smith County Farmers Union Co-operative Association at Cedar, Kan., and will operate it during the present season.

Charles E. Jones is now manager of the Farmers Co-operative Milling & Elevator Company of Wameco, Kan. He was until recently in the grain buying department of the Consolidated Flour Mills Company of Hutchinson.

The Brock Grain Company's new 20,000-bushel elevator at Brock, Neb., has been completed. It is of studded construction, with concrete foundation, and is equipped with a 10-ton Fairbanks Auto Truck Scale and Hopper Scale.

Improvements have been made to the elevator of the Derby Grain Company at Brewster, Kan., which will include new concrete dump bottoms, new cupola steel spouting, enclosed gears, etc. The plan will be put into first class condition.

The West Elevator of P. S. Houston at Gem, Kan., is being remodeled and new concrete pit is being installed. A new Hall Distributor, steel cupola, spouting, steel bin gates, and motors are included in the improvements. All new equipment conforms to latest idea of safety.

Elevators at Hume and Jamestown, Mo., have been bought by W. H. Morrison of Stockton. He will take possession immediately. The Jamestown Elevator was owned by the Baker-Crowell Company, and the Hume house by Charles Powell, who will continue in charge of the elevator under the new owner.

A local company of which Anton Peterson is president; Frank Zrust, Secretary and James Fagan, manager, has taken over the Farmers Elevator at Greenleaf, Kan., which has withdrawn from the Washington County Farmers Union Co-operative Association.

## FIRE - CASUALTIES

Westhope, N. D.—Fire destroyed the elevator here recently.

Bolivar, Mo.—A windstorm damaged the Farmers Elevator recently.

Crosby, N. D.—Lightning struck the Juno Elevator here and damaged it slightly.

Hume, Mo.—Lightning caused damages of \$2,500 to the Farmers Elevator here.

Havelock, Neb.—Slight damage was done recently to the elevator of Arthur Aden.

Wolf Point, Mont.—The Occident Elevator here was struck by lightning and damaged.

Rival (Columbus p. o.), N. D.—Lightning struck and destroyed the elevator on July 19.

Ryder, N. D.—Lightning struck and did slight damage to the Dodge Elevator on July 5.

Medina, N. Y.—With a loss of \$35,000, the large warehouse of William J. Gallagher burned.

Dallas, Texas.—Fire damaged the plant of the Liberty Grain Company with a loss of \$50,000.

Churnbusco, Ind.—The Mayer Grain Company sustained a small damage loss on July 29 by fire.

Brocket, N. D.—The elevator owned by Albert U. Anderson was struck by lightning on July 18.

Jersey City, N. J.—The Erie Railroad grain elevator and freight terminal were recently burned.

Amana, Iowa.—On August 11, fire wiped out the grain elevator, flour mill, and power house of the Amana Society, and partially damaged other build-

ings. The Society announces that it carries a fire fund which will cover the loss.

Alamo, N. D.—Lightning struck on July 17 the elevator of the Alamo Farmers Elevator Company.

Malvern, Iowa.—On July 10, the elevator of the Eacrett Grain Company burned with a total loss.

Carlisle, Ind.—Fire on June 14 damaged slightly the White Elevator here owned by Harry White.

Parker, S. D.—A six-foot hole was knocked out in the wall of the Farmers Elevator here by lightning.

Eldorado Springs, Mo.—Elevator of Producers Grain Company, totally destroyed by fire on July 31.

Fisher, Ill.—The Fisher Farmers' Grain & Coal Company suffered a severe loss by fire on August 9.

Worthington, Minn.—The elevator of the Farmers Elevator Company was slightly damaged by fire.

Baldwin, (Worden p. o.), Kan.—Fire destroyed the Douglas County Co-operative Association's elevator.

Paynesville, Minn.—Fire destroyed the grain elevator here which had for two months been closed down.

Springfield, Mass.—The Kromick grain warehouse on July 1 was damaged by fire to the extent of \$8,000.

Clymers, (Logansport p. o.), Ind.—Fire destroyed the Harry G. Reed Elevator, coal bins and office on July 9 with a loss of \$250,000. The loss is

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partly covered by insurance. The fire started in the top of the elevator and is of unknown origin.

Boynton, Okla.—Fire recently damaged the elevator and feed mill of R. C. Koble with a loss of \$5,000.

Ballantine, Mont.—The elevator of the Ballantine Grain Association was damaged by lightning on July 25.

Cascade, Mont.—Lightning damaged the elevator of the Cascade Milling & Elevator Company recently.

Chicago, Ill.—The store and feed stocks of the D. Bish Company was damaged with a loss of \$20,000.

Almora, Minn.—Fire destroyed the M. O. Peterson Elevator with a loss of between \$12,000 and \$14,000.

Campbell, Mo.—The elevator here was destroyed by fire on July 20. No insurance was carried by the owner.

Cissna Park, Ill.—Serious damages were done to the elevator of the Cissna Park Co-operative Company by fire.

Madison, S. D.—Fire destroyed the Merchants Elevator, owned by the farmers, on August 6, with a loss of \$2,000.

Ferney, S. D.—Fire destroyed the Atlas Elevator of which Charles Prater is manager, with 9,500 bushels grain.

Florence, S. D.—Lightning struck on July 10 the house of the Farmers Elevator Company and did slight damage.

Fairview, Ohio.—The Campbell Elevator here burst under pressure and spilled several thousand bushels of wheat.

Boston, Mass.—On July 10, the grain store of the Fairmount Grain Company was damaged by fire to the extent of \$3,000.

Tunbridge, N. D.—On July 27 the elevator of the Tunbridge Farmers Elevator Company was totally destroyed by fire.

Dalton City, Ill.—The engine room of the elevator of the Farmers Grain Company was slightly damaged by fire on July 25.

East Henderson, Minn.—Lightning struck the cupola of the elevator of the Nagle Grain Company and slightly damaged it.

Kinde, Mich.—The elevator of Frank Warczak was damaged by fire of unknown origin on July 20. The loss amounted to \$20,000.

Bridger, Mont.—The old elevator here owned by the Occident Elevator Company burned on July 16. The house will be rebuilt.

Northville, S. D.—Lightning caused slight damage loss to the elevator of the Northville Farmers Elevator Company on July 20.

Eldorado Springs, Mo.—The two grain elevators and mill of the Eslinger Bros. were burned with a loss of \$40,000 on August 2.

Columbia River, Wash.—The warehouse operated by the Thomas Bros. Company, Inc., was totally destroyed by fire on June 29.

Muskegon, Mich.—Fire damaged on July 10 to the extent of \$9,000, the elevators and grain stock of the People's Milling Company.

Isabel, Ill.—Fire on July 5 destroyed the elevator of the Paul Kuhn Grain Company with 600 bushels oats and six cars on the elevator tracks.

Ethan, S. D.—The plant of the Farmers Union Produce Company was destroyed on July 18 by fire; of unknown origin, the loss amounting to \$10,000; insurance \$8,000.

Sherman, Texas.—The house of Pittman & Harrison, wholesale grain and seed dealers, was partly destroyed by fire on July 27. The office, ware-rooms and cleaning were totally destroyed. The fire occurred just after a severe electrical storm and was caused by a short circuit in the starting box on a motor. The company was in the hands of a receiver and their stock of grain was light. The

loss amounted to between \$35,000 and \$50,000, and was about three-quarters covered by insurance.

Columbia River, Wash.—One of the line elevators operated by the Seattle Grain Company was slightly damaged by fire due to exposure on June 29.

Chicago, Ill.—Fire destroyed the elevator and feed mill of the Arcady Farms Milling Company. Considerable wheat, corn and barley were damaged.

Etna, (Sharpsburg p. o.), Pa.—The one-story frame storage building of the John E. Ross Feed Company was destroyed by fire with a loss of \$20,000.

Sargent, Neb.—The elevator here, owned by David Welch was burned on July 28. The fire is believed to have been caused by spontaneous combustion.

Chatham, Pa.—With a loss of \$6,000, the large barn owned by James L. Pennock, grain, hay and feed merchant burned. The loss is partly covered by insurance.

Chicago, Ill.—The huge plant of Albert Schwill & Co., millers and maltsters was destroyed by fire together with 175,000 bushels of grain at an estimated loss of \$500,000.

Marcus, Iowa.—Fire completely destroyed the Edmonds & Londergan Elevator. The fire started during a severe electrical storm and most probably was started by lightning.

Elkhart, Ind.—Fire on July 6 damaged with a loss of \$10,000, the large frame warehouse of Heilman & Heilman, feed merchants. The loss is partly covered by insurance.

Des Moines, N. M.—Fire destroyed the seed house of Barnes & Gordon with several thousand bushels wheat and beans. The loss amounted to \$10,000; insurance, \$6,000.

Bridgeton, N. J.—A large grain, coal and feed plant and 100 carloads of feed were destroyed here on July 23 with a loss of \$150,000. The property was owned by Serata & Sons.

Riverton, Iowa.—A severe electrical storm on August 3 caused the total destruction by fire of the elevator of Good Brothers, and damaged the premises of the Sherman and Chambers Seed Company.

Tea, S. D.—The grain elevator of the McCaul-Webster Company burned on July 14 together with the company's coal sheds. The losses were covered by insurance. The origin of the fire is unknown.

Winchester, Ky.—The warehouse of David S. Gay, one of the largest dealers in hemp and seed, burned with a loss of \$500,000 on June 29. Insurance amounted to \$150,000 on building and contents.

Riverton, Iowa.—The Kidd Bros.' elevator was destroyed by fire with 1,000 bushels of grain on August 2. The fire is believed to have been started by lightning. The loss is covered by insurance.

Badger, S. D.—The unused elevator owned by the Badger Farmers Elevator Company was destroyed by fire. C. W. Deer bought the building several years ago and it had been used but little since then.

Warrensburg, Mo.—Fire damaged the elevator and feed mill of Stockton & Lampkin with a loss of \$40,000. A carload of flour, two motor trucks and an automobile, and a quantity of hay and feed also burned.

Gloucester, N. J.—Fire on July 25 destroyed a number of buildings here including that of the Gloucester Grain, Dairy & Feed Company, a concern controlled by Sitley & Son of Camden. The loss amounted to \$40,000.

Durupt's Siding (mail Wimbledon), N. D.—The elevator was struck by lightning and razed. The elevator had been closed since March and contained no grain. The Winter-Truesdale Company of Minneapolis built the plant in 1914.

Salamanca, N. Y.—The feed mill of the Salamanca Milling Company burned on July 21. The blaze originated in an automobile paint shop near the mill and destroyed a good portion of the town's business district. The loss to mill was \$15,000, partly covered by insurance.

merchants. He started in the retail feed business in 1885 with his brother and in 1896 organized Herb Bros. & Martin and was an active member of the firm until he retired in 1921. He was a member of the Pittsburgh Chamber of Commerce and the Pittsburgh Grain & Hay Exchange. He was highly esteemed in Pittsburgh.

FORD.—James Polk Ford, vice-president and one of the founders of Penick Ford, Ltd., died on July 1 at New Orleans, La., following a severe attack of influenza last January. His widow survives him.

LAMP.—August Henry Lamp president of the Farmers Elevator Company at Eldridge, Iowa, died recently.

MCKENZIE.—George McKenzie died following a stroke of apoplexy, at the age of 35 years. Mr. Mc Kenzie had for 15 years been in the offices of the Itasca Elevator Company in Duluth, Minn.

QUAW.—Thomas B. Quaw died after a brief illness at Bozeman, Mont. Mr. Quaw had for 27 years been in the grain and produce business at Bozeman. His three daughters and two sons survive him.

ROEHRIG.—Lewis C. Roehrig died on July 8 from apoplexy at his daughter's home in Defiance, Ohio, aged 75 years. He was president of the Farmers Grain Company there.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for July:

**BALTIMORE**—Reported by James B. Hessong, Secretary of the Chamber of Commerce:

	Receipts	Shipments		
Wheat, bus..	1,349,556	3,227,858	424,058	2,206,764
Corn, bus....	37,331	1,983,663	222,990	2,244,521
Oats, bus....	68,379	143,849	49,312	291,009
Barley, bus..	.....	68,444	37,468	119,600
Rye, bus....	81,687	980,384	382,432	878,714
Malt, bus ..	17,597	92,093	16,894	47,797
Millfeeds, tons .....	1,174	.....	.....	.....
Hay, tons ...	1,154	.....	.....	.....
Flour, bbls...	90,835	86,684	38,886	22,269

**CAIRO**—Reported by H. C. Culp, chief grain inspector and Weighmaster of the Board of Trade:

	Receipts	Shipments		
Wheat, bus..	30,325	99,227	11,779	155,470
Corn, bus....	141,782	419,745	125,163	368,252
Oats, bus....	1,608,233	1,499,021	1,827,262	1,671,326
Rye, bus....	.....	1,136	.....	.....

**CHICAGO**—Reported by J. J. Fones, Secretary of the Board of Trade:

	Receipts	Shipments		
Wheat, bus..	8,559,000	8,810,000	2,055,000	5,001,000
Corn, bus....	6,465,000	12,098,000	3,455,000	11,785,000
Oats, bus....	6,244,000	6,276,000	3,564,000	5,482,000
Barley, bus..	401,000	529,000	133,000	163,000
Rye, bus....	63,000	353,000	108,000	53,000
Timothy Seed, lbs .....	124,000	119,000	294,000	423,000
Clover Seed, lbs .....	8,000	77,000	121,000	133,000
Other Grass Seed, lbs...	155,000	823,000	282,000	190,000
Flax Seed, bus....	65,000	106,000	16,000	53,000
Hay, tons ...	8,904	7,050	738	531
Flour, bbls...	714,000	804,000	586,000	683,000

**DULUTH-SUPERIOR**—Reported by Chas. F. MacDonald, secretary of the Board of Trade:

	Receipts	Shipments		
Wheat, bus..	3,092,430	2,310,947	5,210,175	3,019,087
Corn, bus....	142,415	1,690,006	127,932	2,029,062
Oats, bus....	281,742	435,229	352,157	504,328
Barley, bus..	140,059	278,289	248,633	349,635
Rye, bus....	867,740	466,789	3,605,670	541,750
Flax Seed, bus....	112,427	80,678	114,429	165,191
Flour, bbls...	691,150	.....	677,920	.....

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

	Receipts	Shipments		
Wheat, bus..	6,032,364	5,420,203	11,073,195	14,564,286
Corn, bus....	3,997	4,265	3,997	4,265
Oats, bus....	1,967,655	2,354,487	1,737,526	1,776,660
Barley, bus..	835,114	709,531	1,291,014	

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**MILWAUKEE**—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	520,105	134,400	165,841	169,200
Corn, bus....	1,513,735	1,377,675	855,169	1,280,383
Oats, bus....	1,775,225	1,576,115	1,186,524	1,181,512
Barley, bus..	510,740	636,740	107,760	383,202
Rye, bus....	51,225	96,220	37,750	135,670
Timothy Seed, lbs.	47,000	.....	552,264	448,144
Clover Seed, lbs.	31,563	9,912	495,540	178,983
Malt, bus....	34,200	83,600	579,800	607,800
Flax Seed, bus....	7,250	45,810	8,963	9,572
Feed, tons...	4,140	11,200	18,240	13,351
Hay, tons...	1,176	1,435	720	1,776
Flour, bbls...	224,410	258,900	44,220	147,416

**MINNEAPOLIS**—Reported by G. W. Maschke, statistician of the Chamber of Commerce:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	4,976,290	6,003,380	3,019,600	2,587,560
Corn, bus....	442,130	806,490	500,630	2,060,020
Oats, bus....	653,550	1,557,600	2,848,800	2,571,210
Barley, bus..	789,390	637,950	907,640	902,190
Rye, bus....	347,050	592,780	122,780	289,910
Flax Seed, bus....	358,720	154,000	36,450	51,210
Hay, tons....	2,333	2,330	77	35
Flour, bbls...	120,500	78,578	1,271,946	1,432,416

**MONTREAL**—Reported by J. Stanley Cook, secretary of the Board of Trade:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	9,469,501	10,472,734	11,094,712	10,057,814
Corn, bus....	20,485	4,616,904	362,350	4,374,569
Oats, bus....	1,457,223	2,719,808	2,275,998	2,641,827
Barley, bus..	969,963	882,731	1,103,516	882,524
Rye, bus....	1,623,484	240,551	749,526	1,241,174
Flax Seed, bus....	89,282	.....	45,057	10,801
Hay, bales...	79,532	61,762	45,057	10,801
Flour, bbls...	400,459	285,458	426,902	420,322

**NEW YORK**—Reported by H. Heinzer, statistician of the Produce Exchange:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	3,328,900	4,851,600	4,402,000	2,833,000
Corn, bus....	283,200	2,372,500	2,065,000	67,000
Oats, bus....	666,000	2,989,375	3,354,000	110,000
Barley, bus..	606,200	212,700	545,000	751,000
Rye, bus....	1,608,500	1,425,600	924,000	1,799,000
Timothy Seed, bags....	.....	.....	1,502	
Clover Seed, bags....	153	.....	202	.....
Flax Seed, bus....	405,080	538,500	.....	1,794
Hay, tons...	5,869	10,916	.....	bales 1,794
Flour, bbls...	661,928	724,446	.....	295,000

**OMAHA**—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	1,621,600	3,628,800	967,400	1,871,800
Corn, bus....	1,442,000	2,118,200	1,621,200	2,328,200
Oats, bus....	976,000	1,344,000	1,044,000	1,246,000
Barley, bus..	27,200	36,800	9,600	25,600
Rye, bus....	30,800	25,200	63,000	32,200

**PEORIA**—Reported by John R. Lofgren, secretary of the Board of Trade:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	275,000	1,077,750	206,400	570,300
Corn, bus....	1,482,600	1,116,100	1,069,850	986,550
Oats, bus....	1,148,275	1,313,500	1,150,750	1,169,100
Barley, bus..	35,000	28,000	19,600	14,000
Rye, bus....	8,400	7,200	2,400	7,200
Mill Feed, tons....	18,060	14,360	18,929	15,928
Hay, tons....	780	2,450	90	520
Flour, bbls...	138,900	192,800	133,400	184,200

**ST. LOUIS**—Reported by Eugene Smith, secretary of the Merchants' Exchange:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, bus..	5,775,272	5,149,844	2,876,650	2,813,160
Corn, bus....	2,616,057	3,324,400	1,795,710	2,317,860
Oats, bus....	2,452,000	2,588,000	2,272,430	1,877,930
Barley, bus..	65,600	65,600	12,450	31,290
Rye, bus....	23,526	48,400	16,070	23,340
Kaffir Corn, bus....	8,400	34,800	5,390	12,510
Hay, tons....	11,244	6,668	4,245	2,815
Flour, bbls...	387,100	330,060	436,650	423,010

**SAN FRANCISCO**—Reported by H. C. Bunker, chief inspector of the Chamber of Commerce:

	Receipts	Shipments		
	1923	1922	1923	1922
Wheat, tons	5,051	5,148	.....	.....
Corn, tons...	1,106	1,043	.....	.....
Oats, tons...	1,218	1,127	.....	.....
Barley, tons	29,940	50,767	.....	.....
Bran, tons...	595	257	.....	.....
Beans, sacks	29,390	29,296	.....	.....
Hay, tons...	8,271	6,673	.....	.....

**SUPERIOR**—Reported by E. W. Feidler, secretary of the Grain and Warehouse Commission:

	Receipts	Shipments	
	1923	1922	

# HAY, STRAW AND FEED

## GOOD DEMAND FOR HAY

Albert Miller & Co., of Chicago, Ill., say in their letter of August 11: "Looks like another boost in prices next week. Only 15 cars of Timothy this morning, which includes Friday's receipts, as no business done yesterday account of holiday. We cannot urge too strongly to rush all hay you can to us at once. Our customers all out of hay and willing to pay good prices now. This is a big opportunity for those who are in position to make shipments."

## CANADIAN FEEDINGSTUFFS LAW

The Canadian Parliament passed an amendment to the Feedingstuffs Act on June 28, by which the mixing of mill screenings in bran, shorts, middlings and feed flour is prohibited. The construction placed on this is that mill screenings will have to be marketed as screenings unless placed on the market as a commercial feedingstuff under a registration obtained from the Department of Agriculture. The maximum percentage of crude fiber allowed in each feed is also incorporated in the bill and is as follows: Bran, 11.5 per cent; shorts, 8 per cent; middlings, 4.5 per cent; feed flour, 2 per cent. The standards for fat and protein in the regulations are now done away with.

## SHRINKAGE IN HAY

It is impossible of course to tell exactly what the shrinkage will be on any sample of hay. Much depends on the amount of moisture contained when it goes into the barn. We estimate, and these estimates are borne out by numerous samples and average weights, that ordinary Timothy and Clover hay goes into the barn containing 25 to 35 per cent of moisture. Under favorable circumstances in the barn this, in the course of 90 to 180 days, will be reduced to 15 to 18 per cent. There would therefore be a shrinkage of 10 to 17 per cent. Applied to a ton of hay this would mean that at the end of 90 to 180 days there would be 1,800 pounds of hay under the best conditions and 1,660 pounds of hay if the hay was very moist when it went in. There would be considerable difference in the amount of shrinkage in the barn due to the volume of the mass of hay. A small amount of hay would dry out much more quickly than a large amount.—Prof. Andrew Boss, Minn. Agr. Col., in *Hoard's Dairyman*.

## INDIANA FEEDINGSTUFFS

During 1922 Indiana farmers bought approximately 340,197 tons of commercial feeds valued at retail at \$14,244,175, according to the bulletin on "Commercial Feedingstuffs" recently issued by the Indiana Agricultural Experiment Station.

All feeds are required by the Indiana Feedingstuffs law to be officially labeled in order that purchasers may know with some degree of certainty the contents of the feed. To ascertain the correctness of the feed manufacturers' guarantee the state chemist, E. G. Proulx, collected in 1922, 2,945 samples of commercial feeds, a sample for every 115 tons of feed sold during that year. Of the 2,945 samples secured 618 were simply evidence samples, being mostly from shipments previously analyzed and were subjected to microscopic analysis only. The remaining 2,327 samples were analyzed and the analysis compared with the guarantee of the manufacturers. Individual reports of analysis were made to the manufacturer, dealer, and consumer as soon as completed.

The inspection shows that 76 per cent of the samples were up to and better than the guarantee of the manufacturer. Of the 558 samples found incorrectly guaranteed, 373 of them would be classed as different from the guarantee in minor particulars only, and 185 samples would be classed as seriously deficient and not sold in compliance with the feed law.

Shipments found to be seriously deficient were promptly removed from sale and the manufacturer either replaced the shipment with feed up to the guarantee or else re-labeled the feed with a correct guarantee. Where deficient feed had already been sold, refunds were in most cases made to the dealers and consumers by the manufacturers. Feed is considered seriously deficient as regards chemical analysis when it is either 0.3 per cent or more deficient in crude fat, or 1.0 per cent or more deficient in crude protein, or 1.0 per cent or more excess crude fibre, or deficient in both crude fat and protein or crude protein and excess fiber, as the case may be.

The ingredients of the feed must also be correctly declared on the official label. One ingredient can not be substituted for another nor can one be left out. In 1922 the inspectors found 195 shipments

misbranded as to the ingredients. These shipments were promptly removed from sale and the manufacturers required to correctly re-label the feed. It is of the greatest importance that the ingredients of a feed be correctly stated. The feed mixture may be good or practically worthless, depending on the ingredients used in the feed. It is very rare for feed manufacturers to deliberately misrepresent the ingredients of their feed. Usually misbranding is due to carelessness at the feed plant or lack of proper knowledge of correct feed names.

## HAY CROPS IN WISCONSIN

A hay crop 27 per cent less than last year and a smaller production of all small grains—are forecasts contained in the July report of the State and Federal Crop and Livestock Reporting Service at Madison. The oat crop prospect is 13 per cent and the barley 7 per cent less than last year.

Lack of rainfall and a backward spring have brought about the short hay crop and lower conditions of all small grains. Hay is thin and short, and the hot weather of the third week in June brought on cutting a week to 10 days earlier than usual. Oats have headed out generally on very short straw. Pastures have been grazed short and are in poor condition due to lack of rainfall.

Condition of all tame hay was estimated by crop correspondents to be 68 per cent of normal. Last year the condition was 90 per cent. Timothy is extremely thin and Clover made short growth, correspondents estimating the condition of Timothy to be 66 per cent of normal and of Clover 69 per cent. Alfalfa has withstood the drought and seasonal conditions better than the other hay crops, the condition being 82 per cent of normal. Condition of all hay crops is somewhat better in the northern part than in the southern part of Wisconsin.

## DIVERSIFIED CROPS ASSIST IN WEED-CONTROL CAMPAIGN

Weed control through the growing of diversified crops is now being practiced successfully, as a result of agricultural extension work, in Kittson County, Minnesota, and other parts of the Red River Valley, to further the state's efforts in that direction, according to reports to the United States Department of Agriculture. The growing of Clover and rye, particularly, is taking the place of the former practice of summer following in combating the sow thistle (which has developed into a menace, as rye is cut before the sow thistle seeds), while the clovers, especially Sweet Clover, making a rank growth, crowd out the weeds.

Sweet Clover has only been grown for pasture in Kittson County about four years but is rapidly rising in favor as a dependable pasture crop. The change in the cropping system of the county is indicated by the contrast of census figures for 1910 which show the wheat acreage that year was 9 times that of the total area planted to rye, Clover, corn, and potatoes, with figures for 1922, when the area planted to rye, Clover, corn, and potatoes equaled that planted to wheat. The plantings of rye and Clover have increased in the last 12 years from 8,000 acres in 1910 to 60,000 acres in 1922.

## BUFFALO FEED PLANT PASSES TO CONTROL OF OLD EMPLOYEES

BY ELMER M. HILL.

Maxwell M. Nowak, who for many years has been head of the Nowak Milling Company plant in Broadway, Buffalo, manufacturers of feed, has given control of his big plant to a group of employees who will operate it as a co-operative institution under the name of the Broadway Milling Corporation. Mr. Nowak has moved from Buffalo to Chicago and will take over the active management of his extensive feed milling interests in Hammond, Ind.

When Mr. Nowak announced his intention of leaving Buffalo, he called together the employees of his feed mill and turned over control of the organization to them. Officials who have been associated with him from six to 18 years were elected officers. The mill will be conducted by them on a co-operative basis, the initial business of their administration to be promoted by a trust fund furnished by Mr. Nowak. This will gradually be liquidated. The plant in Broadway at the New York Central tracks is one of the best equipped feed mills in Western New York.

Mr. Nowak started in business in Buffalo as a boy. In 1917 he purchased a large distillery in Hammond, Ind., and converted it into a feed plant with an initial capacity of 40 cars a day. The Hammond and Buffalo plants have both been under the active management of Mr. Nowak. Mr. Nowak

then entered into the banking business, organizing the Broadway National Bank, the Clinton and Amherst banks of Buffalo; the Falls National Bank of Niagara Falls and the American Bank of Lackawanna. The Broadway, Clinton and Amherst banks were later merged with the Buffalo Trust Company. He was a director of the Chamber of Commerce, the Buffalo Corn Exchange and other business and social clubs of the city. Mr. and Mrs. Nowak will make their home at the South Shore Country Club in Chicago.

Leon Hoinowski, who for 18 years has been associated with the Nowak milling interests, has been elected president of the Broadway Milling Corporation; Florence V. Reiser, 14 years with the company, secretary and treasurer; Stanley Stopka, 12 years with the company, superintendent; Clara Pytlak, 14 years with the company, cashier; Stanley Szydlowski, 6 years with the company, office manager. The change in ownership is made on the 25th anniversary of the founding of the Nowak Milling Corporation.

## FEEDINGSTUFFS DEFINITIONS

General definitions for feedingstuffs adopted by the Association of Feed Control Officials of the United States are:

Meal is a clean, sound, ground product of the entire grain, cereal or seed which it purports to represent.

Chop is a ground or chopped feed composed of one or more different cereals or by-products thereof. If it bears a name descriptive of the kind of cereals, it must be made exclusively of the entire grains of those cereals.

Ear corn chops is corn and cob, chopped, without the husk, with not a greater proportion of cob than occurs in the ear corn in its natural state.

Head chops consist of the entire head of the grain sorghums, chopped, and should bear the name of the sorghum from which it is made. This includes among others, Kaffir head chops, milo head chops, feterita head chops, and sorghum head chops.

Head stems consists of the head of the grain sorghums from which the grain has been removed, and should bear the name of the sorghum from which it is made.

Chopped Alfalfa is the entire Alfalfa hay, chopped and not ground finely enough to become a meal. It must not contain an admixture of Alfalfa straw or other foreign material.

Alfalfa meal is the entire Alfalfa hay ground and does not contain an admixture of ground Alfalfa straw or other foreign materials.

## HAY FIRMER IN NEW YORK

BY C. K. TRAFTON.

Although there have been no conspicuous advances in hay prices there was more firmness, a gradual hardening tendency. While this naturally was a source of gratification to receivers, farmers and country shippers it was of course a cause of surprise and disappointment to buyers. Needless to say this was far from strange as practically every member of the trade fully expected that the receipts would have been a great deal bigger—at least 50 per cent more—than they have been in the past month. Indeed there are many buyers who declare that they had been counting on at least twice as much as arrived. At the first hasty or casual glance it was exceedingly difficult to account for the insignificant arrivals as it was entirely natural to assume that farmers and country shippers would be in a mood to make larger shipments to this market as soon as harvesting was completed. Still, it afterwards came to light that the smallness of the arrivals was partly due to the fact that the season was unusually backward. Subsequently it was said in explanation that farmers were not inclined to sell excepting in a small way as they claimed that practically all bids were unsatisfactory, being in their judgment below the cost of production. In addition it was averred that in many instances the production was disappointing, being frequently lighter than anticipated.

Furthermore, it was claimed in western advices that one reason that farmers were not shipping noteworthy quantities to this market was that they had been receiving more satisfactory bids from interior points, and especially in the South where it had been hot and dry over a wide area, and therefore pasture was decidedly poor. Consequently it was found advantageous to ship hay south instead of east. It was stated at this juncture that in many if not all instances farmers were obtaining better financial results virtually all over the interior than on the seaboard. In some instances it was alleged that prices at western points were about on a parity with quotations here regardless of freight.

The fact is, as mentioned in previous reviews, the growing scarcity of horses in this and other large cities has caused such a shrinkage in the volume of business that farmers have not found it satisfactory to ship to the seaboard excepting in a restricted way. Obviously if the number of horses in use here was anywhere near as large as it was a few years ago the recent meager receipts would have been wholly inadequate, and consequently it

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is fair to presume that prices would have moved to a materially higher plane.

Much of the time there was such a scarcity of No. 1 Timothy and also of No. 1 Light Clover Mixed that practically all buyers were compelled to give more attention to No. 2 or medium grades. It is the consensus of opinion that virtually all buyers have been holding back for so long, having refused to replenish stocks, that the time is near at hand when they will be compelled to purchase more freely and therefore holders as a rule feel confident that prices will remain firm if not slightly stronger in the near future even should receipts show moderate enlargement.

It was averred in some quarters that prices would have gone to a higher plane, especially in Brooklyn, had it not been for the arrival of a canal barge loaded with Canadian hay. This opinion seemed reasonable in view of the fact that practically all the limited quantities arriving came via the New York Central Railroad.

Late in the month the market became more positively buoyant, prices rising about \$1 to \$2 per ton, more especially on good choice descriptions which were notably scarce and chiefly wanted. A month ago No. 1 Timothy in large bales was selling at \$27 to \$28. Recently it has sold at \$30. Last month No. 1 Light Clover Mixed sold at \$24@\$26 and is now worth \$27@\$28.

Early in the month straw was in moderately larger receipt and slightly weaker, but afterwards the demand became fair and with receipts small a slight advance was established, especially on choice or No. 1 New York rye straw.

## A SURVEY OF THE RETAIL FEED TRADE

As a result of action taken by the Eastern Federation of Feed Merchants at its annual meeting held at Binghamton, N. Y., in June, a survey of the retail feed trade of the country will probably be made. The survey will be conducted through the agency of the Harvard Bureau of Business Research. It will cover a period of three years and will cost the dealers \$5,000 per year, although that will not cover all the expense, the balance being contributed by the Bureau itself.

The survey is made in this way: An accountant is sent out to visit the merchants and work with them in constructing a simple classification of accounts which the ordinary dealer is able to understand and follow. The classification is then sent to those who wish to participate in the study. A profit and loss statement form is sent to each contributor at the end of the year which he fills in and mails to the research bureau. The figures are then compiled and analyzed. A pamphlet stating the results is later sent free of charge to every party assisting in the study. With this pamphlet the dealer receives a statement showing his own percentage figures so he can compare his own data with that compiled for the trade. Every dealer's figures are kept confidential. The results of the study are usually discussed at the annual conventions of the trade and acts as a basis for devising new operating policies as well as make possible the discovery of any weakness in those already in existence.

## TO CHECK ALFALFA PEST IN OREGON

The Alfalfa weevil has been giving the farmers of Oregon and Idaho considerable trouble, estimates given by the State Department of Agriculture that Alfalfa production in certain sections of Oregon has been cut in half by the weevil, and plans have now been formulated by the State Board of Horticulture to make every effort to check the pest before it spreads further and causes more damage.

Enlistment of the farmers in a campaign to rid the insect of its hiding places and the employment of an expert to wage a scientific war on the weevil were the principal features of the campaign outlined by H. W. Weatherspoon of Elgin, Ore., commissioner for the eastern Oregon counties.

During the month of May the female beetle pierces the growing Alfalfa stalk with her sharp beak and deposits her eggs. Each weevil lays from 40 to 60 eggs. After a 10-day period these eggs hatch into minute worms, which crawl to the Alfalfa bud and commence eating it. In a period of five days a worm destroys the bud and then attacks the foliage of the plant.

"We realized the human impossibility of stopping the transportation of these pests," said Mr. Weatherspoon. "Then, too, we are obliged to do something for the sections which are feeling the ravages of the weevil. In our campaign, which will become effective immediately after the last crop of this season is harvested, we will force all farmers in the affected districts to clear their fields by raking and burning all trash and hay on the fields, fences and in ditches. Then, just before the winter sets in, farmers will be required to harrow and cross-harrow their fields. The adult beetle hibernates for the winter beneath pieces of hay and immediately under the ground. We hope to destroy its hiding place and to expose it to the rigors of winter, which, I believe, will materially reduce the number."

"Next spring we will establish a station in charge

of an expert on pest destruction at Ontario or Nyssa. Right after the egg-laying period we will provide spray and spraying machines for the farmers and just before hatching time will advise that all alfalfa be cut, regardless of its growth. If we can get the hay cut and the stalks exposed to the sun before the eggs are hatched we will stop the hatching process. We are also working on a parasite which attacks and destroys the cocoon weevil, but this parasite, in turn, has another parasite which has rendered it rather ineffective. We intend, though, to specialize in the gathering and the hatching of the parasite and believe that the best way to fight the weevil is with the parasite. When you realize that the Alfalfa crop of Oregon is worth about \$6,000,000 a year, you can realize the loss that the continued existence of this pest will cause."

## HAY SITUATION

In the survey of the hay situation for July, the Department of Agriculture says:

"Hay prices for both Timothy and Prairie declined materially during July, caused principally by the general movement of new hay to the distributing markets of the Central West.

"Timothy prices declined about \$1.50 per ton on an average but the greater decline was in the Central West where the bulk of the Timothy hay was from the new crop. Eastern markets remained fairly firm as very little new hay was moving to them and the receipts of good quality old hay were not equal to the demand. Poorer grades of Timothy hay in all markets were rather dull and sold at heavy discounts under the prices paid for the higher grades.

"The quality of the new Timothy hay generally was reported good and sold at from \$1@2 below old hay prices.

"The demand for hay at the principal distributing markets continued fairly active especially from the South.

"Alfalfa prices continued firm and practically unchanged throughout the month. Receipts of desirable grades of Alfalfa were scarcely equal to the demand in several markets but the supply of the poorer hay was frequently larger than the needs of the markets which caused a wide spread between the prices of the higher and lower grades.

"Prairie hay prices declined sharply and were \$3.50@4 per ton lower on an average than at the beginning of the month. Receipts at the principal markets consisted largely of hay of inferior quality which sold at prices which would scarcely pay freight charges. There was a fair demand for the better grades.

"Reports from dealers and shippers indicate that the movement of both Timothy and Alfalfa will probably continue light for some little time as farmers are busy with farm work and not inclined to market large quantities of hay."

## NEW FEED BRANDS

"MAZ-ALL" stock feeds. The Quaker Oats Company, Chicago, Ill. Filed December 29, 1922. Serial No. 173,982. Published July 24, 1923.

"HAV-TO-LAY" chicken feed. Ryde & Co., Chicago, Ill. Filed January 11, 1923. Serial No. 174,489. Published July 24, 1923.

"RYDE'S CREAM QUALITY" stock feed. Ryde & Co., Chicago, Ill. Filed January 11, 1923. Serial No. 174,490. Published July 24, 1923.

"THE 2 IN 1 FEED—A MASH AND SCRATCH TOO" poultry feed. Southern Oil & Feed Mills, Inc., Petersburg, Va. Filed November 23, 1922. Serial No. 172,447. Published and registered July 24, 1923.

"CHANTICLEER" food for chickens. Eugene R. Schooley, doing business as Henry N. Schooley & Son, Luzerne, Pa. Filed July 7, 1922. Serial No. 166,573. Published July 31, 1923.

"VITAMINERAL" cattle, swine, dairy and poultry feed. Albert T. Peters, doing business as Vitamineral Products Company, Peoria, Ill. Filed March 24,

1922. Serial No. 161,200. Published July 31, 1923.

"THE BIG 'Q'" wheat flour and stock feeds. The Quaker Oats Company, Chicago, Ill. Filed January 2, 1923. Serial No. 174,102. Published July 31, 1923.

"BETTA" stock and poultry feed. Case-Teel Company, Inc., Jackson, Miss., and New Orleans, La. Filed January 12, 1923. Serial No. 174,509. Published July 31, 1923.

## Feed Trademarks Registered

170,697. Miscellaneous cereal products, bird, animal and poultry feed. The H-O Cereal Company, Inc., Buffalo, N. Y. Filed November 19, 1921. Serial No. 155,560. Published March 20, 1923. Registered July 24, 1923.

170,813. Stock, dairy, poultry, cattle and hog feed and wheat flour. Whyte Commission Company, Pine Bluff, Ark. Filed September 5, 1922. Serial No. 169,107. Published March 27, 1923. Registered July 24, 1923.

170,814. Mixed grade of mill feed. The Midland Flour Milling Company, Kansas City, Mo. Filed September 12, 1922. Serial No. 169,369. Published February 27, 1923. Registered July 24, 1923.

171,011. Stock feed. J. Allen Smith & Co., Knoxville, Tenn. Filed September 5, 1922. Serial No. 169,089. Published March 27, 1923. Registered July 31, 1923.

171,012. Stock feed. Whyte Commission Company, Pine Bluff, Ark. Filed September 5, 1922. Serial No. 169,108. Published March 27, 1923. Registered July 31, 1923.

171,013. Stock, dairy and poultry feed. Whyte Commission Company, Pine Bluff, Ark. Filed September 5, 1922. Serial No. 169,109. Published March 20, 1923. Registered July 31, 1923.

171,029. Prepared feed for animals, comprising feed for poultry and live stock. Arcady Farms Milling Company, Chicago, Ill. Filed March 18, 1922. Serial No. 160,847. Published March 27, 1923. Registered July 31, 1923.

171,031. Feed for horses, cattle, hogs, and chickens. Mountain City Mill Company, Chattanooga, Tenn. Filed March 9, 1922. Serial No. 160,419. Published March 27, 1923. Registered July 31, 1923.

171,032. Dairy and cattle feed. The Larrowe Milling Company, Detroit, Mich. Filed February 20, 1922. Serial No. 159,587. Published April 3, 1923. Registered July 31, 1923.

171,135. Dairy and cattle feed. The Larrowe Milling Company, Detroit, Mich. Filed February 20, 1922. Serial No. 159,588. Published April 3, 1923. Registered July 31, 1923.

171,136. Dairy and cattle feed. The Larrowe Milling Company, Detroit, Mich. Filed February 20, 1922. Serial No. 159,589. Published April 3, 1923. Registered July 31, 1923.

A feed store has been opened at Indianapolis, Ind., by Otis Mattingly.

A branch of the Hicks Davis Feed Company of Searcy, Ark., has been opened at Kensett, Ark.

F. A. Amsberry has bought the feed and flour business of George Kindness at Broken Bow, Neb.

Whitelock-Pines of Monett, Mo., has a new warehouse for feed, flour and seeds, under construction.

A brick building is being erected at Weatherford, Okla., by L. V. Anson to be occupied by his feed mill.

A feed and flour store has been opened at Belle Plaine, Kan., by E. L. Foltz with John Briggle in charge.

The McDonald Flour & Feed Company of Fort Dodge, Iowa, is succeeded by the Fort Dodge Flour & Feed Company.

The feed business of L. J. Holzhauser & Son at Ukiah, Calif., has been bought by W. R. Hildreth and F. M. Wilson.

To conduct a feed and flour business, the Hummer-Sazama Company has been incorporated at (Continued on page 135)



# FIELD SEEDS

## TO CERTIFY ARKANSAS SEED

At a recent meeting of the Executive Committee of the Arkansas Seed Growers Association, plans were made for the certification of seed during the coming year. According to the new standards adopted by the committee for the Association, three classes of seed stock will be recognized: Elite stock seed, registered seed, and certified seed. The certified seed will be the class that will enter most extensively into commerce.

## SEED GRAIN INSPECTION IN IOWA

Five thousand acres of small grains have been inspected during the past harvesting season by the Iowa Corn and Small Grain Growers Association for seed certification. Grain that comes up to requirements as to purity of strain and freedom from weed and other grain seeds is eligible for certification. The bulk of the grains inspected are Iowa oats and Kanred wheat, and also small acreage of Iowa 103 oats, Iowa 105 oats, logren oats, and Oderbrucker barley. While the total number of acres for which certification is being asked this year is smaller than last, the percentage of the grain certified will probably be larger.

## CRIMSON CLOVER MOVES SLOWLY

Crimson Clover seed is moving more slowly than usual this year reports made to the Department of Agriculture by Franklin County, Tenn., whose production is from 240,000 to 300,000 pounds, indicating that only 30 per cent of the crop had moved up to July 20, compared with 65 per cent last year in the same period.

Imports of Crimson Clover seed during the year ending June 30, 1923, were 2,262,200 pounds compared with 3,442,900 pounds for the year ending June 30, 1922. During very recent months imports have been light, and are expected to continue so until the new crop European seed becomes available. Dealers are quoting new crop imported seed, to arrive in August, at \$10-\$11 per 100 pounds f. o. b. eastern ports, while old seed for immediate shipment still rules around \$14-\$15.

## CRIMSON CLOVER SEED TESTS

Examinations made of the 1922 crop of Crimson Clover seed by the Seed Testing Laboratories of the Bureau of Plant Industry, U. S. Department of Agriculture indicate a condition which should be a warning to buyers and dealers of the seed to watch the quality of their purchases.

One-fifth of the samples was found to contain less than .25 per cent of live seed, and two-fifths of the samples contained less than 65 per cent of pure live Crimson Clover seed. In other words, two-fifths of the samples of Crimson Clover seed offered farmers during the month of June were of such poor quality that they would not be permitted entry into the United States under the Seed Importation Act. The proportion of high grade seed offered in the market will be increased when the 1923 crop seed is available, but nevertheless the old seed of low vitality now being offered will be sold for seeding purposes.

It should be kept in mind, says the Department, that Crimson Clover seed loses its vitality more rapidly than most other seeds, and therefore it is especially important to know in advance of seeding how much of it may be expected to grow under favorable soil and weather conditions. If the germination is not known before sowing, many failures in the field are sure to follow.

## PROMINENT SEED MAN MAKES CHANGE

George S. Green, well-known Chicago seed man, under date of August 1, sent out the following letter to the trade:

Having sold the controlling interest in the Illinois Seed Company, which I have held for many years, my resignation as president and director becomes effective August 1, 1923.

The Illinois Seed Company will continue the business with the same personnel in charge, with the exception of myself.

I take this occasion to thank friends and customers for the patronage and good will extended to me and to bespeak for my successors in this business a continuance of their favors.

The sale of my interest in the business has not included all of the stock of seeds owned by the Illinois Seed Company and I shall, for a time, have temporary headquarters, care of the Illinois Seed Company, for the disposition of this unsold stock, but not for the transaction of new business.

As soon as all matters can be arranged, I expect to go to St. Louis, Mo., to take a partnership in the old established firm of D. I. Bushnell & Co., of which firm I was a member many years ago. Due

announcement will be made when the new partnership becomes effective.

With sincere appreciation of past favors, and with kind regards to my many friends in the seed trade, I am, Yours sincerely, George S. Green.

## NEW SEED TRADEMARKS

The following new seed trademark was published in the June 12 issue of the *Official Gazette*, published by the United States Patent Office: "SS CO



"BRAND" agricultural and grass seeds. Springfield Seed Company, Springfield, Mo. Filed February 21, 1923. Serial No. 176,431.

## REDTOP SEED CROP GOOD

A better yield per acre, due in part to ideal weather conditions during the maturing season in southern Illinois, is expected to increase the production of Redtop seed to 250 carloads of 30,000 pounds each, of recleaned seed. Last year the crop was 235 carloads.

In the main producing section the acreage may have been slightly less than that of last year, says the Department of Agriculture in its survey. This, however, was offset by a somewhat larger acreage in outlying districts. Some crops intended for seed may not be threshed if prices should be much lower than last year. On the other hand, satisfactory prices for seed may induce some farmers to thresh crops intended for hay.

The stands in a given district were often found to be spotted, some fields being thick and others thin. A similar condition prevails each year but probably not to the same extent as this year. Many of the thin stands are expected to yield well because the heads were longer and better developed than usual.

Harvesting of the crop was about a week later than last year, beginning in a scattered way on July 12 but not becoming general until July 16. It was expected to be completed by July 28.

Threshing probably will not start before August 1 as there are no indications of an urgent early demand for seed. Last year threshing started as early as July 15.

Although it is difficult to determine the quality of the seed in advance of threshing, it is commonly reported that the quality will be fully equal to or superior to that of last year.

Exports of Redtop seed from New York and Baltimore during the 12 months ending June 30 were 1,090,000 pounds, mostly to Germany, Great Britain, Holland and France, compared with 1,350,000 pounds for the preceding 12 months.

## BETTER TONE IN NEW YORK SEEDS MARKET

BY C. K. TRAFTON.

As usual at this season reports as to conditions in the local market for seeds are decidedly spotty. At times there has been fair trading in certain varieties, but nothing like general activity. As a consequence prices show irregular changes. Much of the time early in the month the prevailing tone was easier, but latterly the feeling has improved somewhat owing to a better inquiry, although as yet this has not resulted in noteworthy business.

Crimson Clover has declined 2½ to 3 cents, largely owing to larger arrivals of new crop French seed and additional offerings at lower prices from that country. Momentarily a firm trend prevailed, especially for spot seed which was in meager supply. Subsequently arrivals of 2,000 bags were reported and offerings were received at as low as 8½ cents duty-paid against fully 10½ cents a month ago.

Alfalfa was in slow demand early in the month and the spot price declined to about 16 cents. Buyers were showing no interest as arrivals were larger

and more talk was heard of a liberal movement in the West. Offerings from Argentina ranged from 15.70 to 16 cents duty-paid, against 16 to 16½ cents in July. Subsequently it became evident that the larger arrivals—about 8,325 bags, against 2,140 during June—had been well absorbed. At any rate, a good demand developed for seeds on spot or afloat nearby. Hence the spot quotation recovered to 16½@17 cents in large lots and 18@19 cents in a small way. On the other hand, owing to lower exchange rates and reduced freights Argentina was able to offer at as low as 15.40 cents duty-paid.

Red Clover has been lifeless and nominally unchanged at 18½ to 19½ cents. Temporarily a slightly easier tone prevailed in sympathy with other varieties, but later a firmer feeling developed, reflecting stronger interior markets and disappointing crop reports because of dry weather. In addition, it was stated that the seed outturn would be reduced because many farmers were cutting for hay, which was bringing good prices.

Alsike has been lifeless, but because of small stocks and some claims that the new crop will not bear out early expectations, the price has remained largely nominal at 14½ to 17½ cents.

Timothy was dull early in the month and because of good crop reports the market eased off about ¼ cent. The decline was checked on a basis of 6¾ to 7½ cents owing to claims that the crop would prove to be considerably below the average. Moreover, it was stated that eastern stocks had been reduced to the smallest size known in years. Fair sales were reported for September-October shipment to France. About 1,000 bags were shipped to Germany and there were some signs of more interest.

Rye Grass has been quiet and about ¼ cent easier at 10½ to 10¾ cents. Early in the month old crop Italian seed was offered from 11½ to 14 cents duty-paid and Perennial at 10½ to 12 cents. Later business was done in Perennial at 10 cents. The new Irish crops were said to be looking well, but nothing definite was heard regarding prices. About 150 bags were received.

Orchard Grass has been in slow demand and easier owing to liberal stocks of domestic seed on the seaboard. Hence no interest was shown in offerings of German or Danish seed which would cost more laid down here than the domestic. There were no arrivals.

Hairy Vetch has been dull and easier, declining to 15@16 cents. Buyers were holding off because of better crop reports and claims that all of the crop would be marketed this month, leading to offerings for late September arrival at 14 cents. German offerings were reduced from 16 cents to 14 cents duty-paid, and some business was alleged at as low as 12 cents.

Spring Vetch has been slightly steadier at 4½ to 5 cents f. o. b., but business has been slow, partly because of cheaper offerings from abroad on duty-paid basis of 3½ to 3½ cents for prompt shipment. Buyers, however, showed no interest. Arrivals were about 175 bags, against 450 in June.

White Clover has been dull and easier. Largely because of favorable crop reports buyers have been holding off. On the other hand, stocks remained light owing to meager arrivals, only about 35 bags, against 205 during June. Still, prices declined from 1 to 2 cents, the spot quotation being 54 to 58 cents. Germany was reported to be offering good quality seed on a 43 cents duty-paid basis.

Fancy Kentucky Bluegrass is virtually unquotable following the withdrawal of all prices in producing sections. Hence the trade is now "at sea." Early in the month the tone was serious as buyers showed little interest, believing that prices would go still lower because of the good crop and liberal carry-over. At that time prices for 21 pound seed ranged from 18 to 19 cents, but much lower levels were predicted. In fact, a figure as low as 10 cents in growing sections was forecast. It was claimed that there was enough old and new seed in sight to cover foreign and domestic requirements for two years.

Fescue has been inactive in the main, although at one time a fair business was done in spot goods as well as seed for July and early August shipment at 24 cents and 22 cents respectively. This created no surprise as it had been known all along that buyers had been holding off and had bought only sparingly for import on the way down from the 35 cent level of the early season. Hence it is argued that stocks will prove inadequate for the season. They are extremely light at present, only about 475 bags being received, against about 490 in June. A shipment was reported of 300 bags of meadow fescue to Germany.

Rapeseed has been dull and about unchanged at 6¾ to 7 cents. Although there was little demand, there was likewise no pressure to sell as stocks were reduced, arrivals only 115 bags, and little additional is to be expected. Latest offerings from abroad were on the 5 cents basis, but little was accomplished.

Sunflower seed has been easier because of slow demand and cheaper offerings from Argentina. Latest quotations are 2.90 to 3 cents c. i. f., and some holders here will sell in a large way on practically the same duty-paid basis, 5 cents. In smaller

(Continued on Page 134)

# COAL

## SOFT COAL PRODUCTION

A total of 45,490,000 net tons of soft coal were produced in our mines during June 1923, according to revised figures of the United States Geological Survey.

The decrease of 586,000 tons, or 1.3 per cent, from the figure for May, was caused by the less number of working days in June. In comparison with the corresponding month of the nine years preceding, June, 1923, stands well ahead of all except those of 1918 and 1920. The total production during the first half of 1923 was 273,000,000 tons, a figure that has been exceeded but once during the past 10 years. From the viewpoint of soft coal production, 1923 is 85,724,000 tons ahead of 1922, 9,917,000 ahead of 1920, 43,601,000 ahead of the average for the nine years preceding, and but 8,469,00 tons behind 1918, when production was greatly stimulated by war-time activities.

## COAL STORAGE STUDY UNDER WAY

The coal storage study undertaken by the Federated American Engineering Societies in co-operation with the coal commission and the Department of Commerce is now in full swing throughout the country.

Definite organization of the work was announced July 24 by the president of the engineering federation, Dean Mortimer E. Cooley of the University of Michigan, who said that 107 committees, comprising more than 500 engineers are actively pursuing the inquiry, the aim of which is to aid in solving the nation's fuel problem. Probably 200,000 engineers, directly or indirectly are assisting in the coal storage study, according to Dean Cooley. It is hoped to complete the study by fall.

The chairman of the main committee is W. L. Abbott of Chicago. Dean Perley F. Walker of the University of Kansas, has been chosen to direct the field organization and is now working in the Central West and South. Later he will visit other industrial centers.

## COAL IN CHINA

China seems to be a country of almost unlimited resources and travelers from that flowery kingdom bring back stories which seem almost incredible to us to whom China meant rice and nothing more. Col. Patrick C. Young, a British mining engineer, who reached Seattle recently on the Admiral Oriental Liner *President Grant* says that 3,000,000,000 tons of high grade coal is a safe estimate of the workable coal deposits of Chihli Province in North China. Colonel Young is engineer in charge of China's greatest coal mining company and is stationed 80 miles from Tientsin.

"Our mines are now producing 4,500,000 tons of coal annually," Col. Young said, "and we have our own port of shipment at Chin Wang Tao, a port some seventy miles from the mines. In our mining operations we employ at least 30,000 Chinese coolies and virtually every part of the work is hand labor. During the war of last summer the forces of Gen. Wu Pei Fu and Gen. Chang Tsu Lin both were lined up across our holdings and for some time we were in the fighting area."

## ANTHRACITE MINERS DECREASE IN NUMBER

The annual report of the United States Geological Survey says that the number of employees in and about anthracite mines decreased about 1.6 per cent during 1922, a total of 156,849 men.

"The reports offer no explanation of the cause of the decrease, but it seems probable that the effect on operations of the unsettled conditions that prevailed for some time after the settlement of the general strike during the summer months must have limited for a time the number of men that could be employed," the survey says.

"The decrease was general at mines and breakers, but owing to the demand for coal to fill the shortage brought about by the strike, the washeries employed a greater number of men than in 1921.

"The average number of days worked by the mines and breakers was 151, a decrease of 121 days from the record for 1921, which may perhaps be attributed almost entirely to the strike. In this respect also the washeries benefited by the shutdown of the mines, and the average number of days of operation increased from 118 in 1921 to 136 in 1922. The days worked by dredges decreased from 176 to 169. These are weighted averages that take into account the number of men employed at each individual operation.

"The mines in the Lehigh and Schuylkill regions were operated almost exactly the same number of days—157 and 156 respectively, while those in the

Wyoming region worked 147 days. The working time for washeries averaged 136 days and for dredges, 169 days."

## ROADS PROMISED AID IN OBTAINING COAL

President J. C. Bryden of the National Coal Association has addressed a communication to Chairman B. H. Meyer of the Interstate Commerce Commission regarding fuel coal for railroads without the use of assigned cars. The letter, dated July 21, follows:

"Owing to the wide interest taken in the recent decision in the Assigned Car Case, Docket 12530, I feel it proper to express to the Commission the firm conviction of the officers and members of this Association that the railroads will experience no difficulty in securing their fuel coal without the use of assigned cars. All of our members will gladly co-operate with the carriers in any practicable way to insure them an ample coal supply and the Association itself stands ready to lend its aid both to the carriers and the Commission towards this end. It can scarcely be imagined that the largest consumers of bituminous coal, buying from widely scattered independent units, will find difficulty in obtaining suitable quantities at reasonable prices.

"We feel confident that no occasion will arise for the exercise by the Commission of its emergency powers and we trust that they will not be called upon to do so. However, the decision recognizes this as a possibility and in the event that applications are made for emergency orders affecting cars for railroad fuel we respectfully request that this Association be given an opportunity to be heard prior to the granting of such relief. We make this suggestion in the belief that we will be able not only to shed light on the question of the existence of an emergency but also, if any emergency does exist, to bring forward practical remedies which will obviate interference with orderly transportation."

## TO STUDY COAL PROBLEMS

A committee of 25 of the country's leading soft coal operators has been appointed by John C. Bryden, president of the National Coal Association, to continue the study of the problems confronting the industry; pass on questions of policy affecting the Association, and form a closer liaison between the mine owners and the public.

This committee is to be known as the Policy Committee of the Association, a new body formed as the result of a suggestion embodied in the inaugural address of Mr. Bryden when he was elected president of the organization at its recent annual meeting in Atlantic City. In selecting its members the

association's president not only chose carefully with a view to giving the industry adequate geographical representation but the personnel is equally divided among owners of mines employing union labor and those conducted under the open shop system. By virtue of his office Mr. Bryden will be chairman of the Committee.

"We must organize to put ourselves regularly and continuously into closer contact with the public's interest and the public's mind," Mr. Bryden declared recently. "This action means that the members of the Association have recognized and are ready voluntarily to assume the obligations which belong to a great industry."

"The membership of the Policy Committee is not confined to the National Coal Association. In making up the Committee, counsel and advice have been sought outside as well as within the Association, resulting in a membership truly representative of the industry as a whole."

"For example, the entire membership of the bituminous operators' special committee, which was not confined to the Association, is included in the Policy Committee. The special committee has for some months been making a careful, exhaustive and intensive study of the soft coal industry in co-operation with the United States Coal Commission. The Policy Committee will benefit by the conclusion of all special committee members, who, because of their activities in the investigation now in progress, are among the best informed men on the general situation of the bituminous industry."

The retail coal and grain business of H. C. Moore at Gifford, Iowa, has been bought by Rohrer & Edmundson.

The business of the Kansas Co-operative Elevator Company at Runnymede, Kan., has been bought by W. H. Sage. He will add coal and feed.

E. J. Funk's retail coal and grain business at Dumont, Iowa, has been bought by D. L. Snyder of St. Paul, Minn. Mr. Funk has moved to New Hampton, Iowa.

The retail coal and grain elevator business of W. H. Isenhour at Radnor, Ind., has been bought by the Whiteman Bros. & Co., who are now making improvements on it.

A grain, coal, flour and feed business is to be conducted by L. E. Eddy at Chokio, Minn., as the Independent Elevator Company. He recently bought out S. Stewart's business.

To deal in coal and grain, J. C. Magee, Inc., was incorporated at Bridgehampton, N. Y., to deal in coal and grain, capitalized at \$20,000. The incorporators are J. C. Magee, C. H. MacLean and C. P. Carter.

The interest of M. C. Roskopf in the firm of Roskopf & Kopel at Marshalltown, Iowa, has been bought by Joseph B. Kopel. The firm will operate as the Kopel Grain Company, handling coal, feed, grain and flour.

A section of the Grogan-Robinson Coal shed at Hingham, Mont., has been bought by the Farmers Co-operative Elevator. It will be moved to the elevator and the co-operative company will handle coal in connection with its grain and feed business.



## WHEN YOU BUY COAL Consider these facts

Since 1883 we have been supplying carload coal buyers.

For forty years the name PEABODY has stood for Good Coal and Efficient Service.

Today PEABODY is operating 44 mines in 12 districts with daily capacity of 86,000 tons and shipping coal to the dealers and industries of 48 states and British Columbia.

We invite your inquiries when in need of coal.

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Cincinnati  
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Omaha

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Kleenburn, Wyo.  
Spokane, Wash.

*Known for Reliability Since 1883*

# THE AMERICAN ELEVATOR AND GRAIN TRADE

## FIELD SEEDS

[Continued from Page 132]

lots, however, prices range from 6½ to 7 cents. Arrivals were 2,925 bags, against 4,550 during June.

Canary seed has been in poor demand and although stocks continued light some holders were disposed to name slightly lower prices, and the spot quotation is now about 6½ cents. This easier tone was partly owing to cheaper foreign offerings. Argentina was not offering freely and asked 5.50 to 5.65 cents duty-paid, and it was thought that buyers here might be interested at 5½ cents. Morocco seed was offered early in the month at 5@5½ cents, but later was held at 5 cents and it was thought that a bid of 4¾ cents might have been accepted. Sales were reported for September-October shipment. Arrivals were only 100 bags, against about 2,450 in June.

A feature of the month was the arrival of 129 bags of Bent Grass from New Zealand.

### OUTLOOK GOOD AT MILWAUKEE

BY C. O. SKINROOD.

The Courteen Seed Company of Milwaukee reports that the most characteristic point regarding the new crop of seeds is the spotted showing in various portions of the seed raising belt. The company reports that seed yields will be up to an average.

As for the Wisconsin crop the Courteen company says it is still too early to get a definite line on the Red Clover crop. As for Alsike it is estimated that the yields will be considerably less in quantity than those of last year, while the quality is expected to show a decided improvement over the harvest of a year ago.

Concerning the White Clover crop of Wisconsin, the Courteen company estimates that the yield will be rather light. The dry season continued so long apparently that the Clover plants did not get much growth and much of the area is too short to harvest.

The seed markets at present are rather firm and the outlook is for a reasonably stable market in the view of the Courteen company. No striking advance in seed prices is in prospect, the company maintains.

The North American Seed Company reports that the quality of the new seeds which have been moving has been exceptionally good.

The only seeds that have moved to any extent as yet, according to the North American Company, are Alsike and White Clover. It is believed that the White Clover yields will be fairly large. The market for White Clover has been strong at the opening of the season but the opinion is maintained that this firmness is likely to disappear later when the supplies of seeds come in more liberally.

The market for seeds has been easier since the spring demand was satisfied, the North American company says, but trade will soon be on a more stable basis, it is predicted, as summer demand in seeds is scarcely large enough to make the market trends definite and clear. Besides the crop outlook in seeds is still uncertain and will be uncertain for several weeks, or until the entire crop is harvested. All this will have a bearing on prices in fall trade, the company maintains.

The outlook is for a fair crop of seeds this year, according to the L. Teweles Seed Company. As for White Clover the company says that the yield will be about two bushels to the acre this year as compared with yields of four to five bushels an acre a year ago in many instances. Reports, however, indicate that though the White Clover yields are small, the area has been increased enough to make a fairly large total yield for the state.

The Red Clover situation is still a little indefinite, the Teweles company says, but in general the crop is expected to be of fair size. One factor in the situation is reported to be that many farmers who usually raise Red Clover seed are likely to cut their crops for hay as the hay situation is reported as exceptionally scarce. This lack of hay is likely to have considerable effect on the supply of Red Clover seed before the season is over, the Teweles company believes.

As for the outlook for Alsike, the report is for a fairly good crop. The Teweles company says that for two years there has been some carry over of Alsike and this has helped to make a poor market. Now it is believed that most of the surplus has been cleaned up, so that the Alsike market should be in a healthier condition.

The reports on Alfalfa from Idaho, as received by the Teweles company, show that there has been some deterioration in the seed crop in the last 10 days. Montana on the other hand, is sending news of good yields of Alfalfa in prospect. In general the western crop outlook is said to be highly favorable, and that this no doubt will mean good yields of Alfalfa seed on the whole. There will be plenty of Alfalfa seed to supply all the usual demands, the Teweles company believes.

In the Red Clover seed outlook, one of the most important factors, the Kellogg company says, is the

considerable shortage of hay. It is believed that a large number of farmers who are in need of hay will cut their Clover for feed and thus diminish the seed crop correspondingly.

The Red Clover stand however is believed to have improved in some measure by the recent rains. But for the hay shortage it is stated the outlook would be for a good crop of Clover seed.

The official report of the Milwaukee Chamber of Commerce on seeds for the past month says that the market was generally inactive and the trend of prices was lower. The report adds that the seed harvest is close by and the buyers are working cautiously until the crop outlook is clearer than it is at the present time.

The Red Clover, the report adds, went down about \$1 and is quoted from \$14 to \$18. The Alsike prices are given at \$9 to \$14 and the White Clover was quoted from \$36 to \$47. Flax was reported as about 10 cents lower and prices ruling from \$2.50 to \$2.60. The poor to good Timothy ranged from \$5 to \$5.50 with prices unchanged, while the choice to fancy went down 40 cents and sold from \$5.75 to \$6.25. The report adds that the outlook is for a very large yield of flax seed with 18,000,000 bushels, compared with something like 12,000,000 bushels last year and an average of approximately 9,700,000 bushels in the last four years. This indicates that the flax yield will be almost double the usual harvest.

Reports from Eau Claire, Wis., from the county agent of agriculture, show that the main topic of the next series of farm institutes will be the growing of Alfalfa. The state has made special investigations of this county show that Alfalfa will thrive there if precautions of drainage are followed, if the soil is well limed and if good seed is chosen.

Eau Claire is only one of many counties throughout the state where Alfalfa will be preached during the fall and winter by experts from the Wisconsin College of Agriculture.

The state report says that Alfalfa withstood the drought much better than other classes of hay, the condition being given at 82 per cent. The ability of Alfalfa to stand drought is also a factor in the popularity of its growth in this state, farm leaders declare.

The farmers in central Wisconsin have added 80 per cent to last year's acreage of beans. The acreage this year is estimated at 14,000, as compared with 8,000 acres a year ago. The condition of the crop was given at 86 per cent, or 3 points below the condition on the same date a year ago.

A branch office has been opened at Waco, Texas, by the Robert Nicholson Seed Company of Dallas, Texas.

The seed and feed business of H. L. Walker of Montpelier, Ind., has been taken over by Ray Nasbauner.

R. H. Kingman, Jr., M. E. Everett and C. H. Milam have incorporated at Macon, Ga., as the Georgia Seed Store, Inc., capitalized at \$5,000. The firm will conduct a wholesale and retail seed business.

The Standard Seed Company has been incorporated at Des Moines, Iowa, with Leslie E. Finley, president; L. C. Jorgenson, vice-president and

Floyd A. Fields, secretary-treasurer of the company. The firm will buy and handle farm, market and flower seeds. Its capital stock is \$60,000.

The wholesale and retail seed business of A. V. Wood has been bought by W. H. Bradley of Trinity, Texas.

W. F. Rhinert of Dodge City, Kan., is building a wholesale feed and seed warehouse there at a cost of \$30,000.

The seed and feed business of F. J. Bonner at Lafayette, Ind., has been taken over by Fred Swick of Lafayette, Ind.

A new warehouse for the storage of Redtop seed is being built at Flora, Ill., for the Egyptian Seed Growers Exchange.

Leslie Findlay and others have incorporated at Clarinda, Iowa, as the Standard Seed Company, capitalized at \$60,000.

C. W. Dresser, who was formerly with Northrup, King & Co., of Minneapolis, is now with the L. L. Olds Seed Company of Madison, Wis.

W. W. Hunt, S. P. Brown and J. E. Bohrer have incorporated at Fort Worth, Texas, as the Fort Worth Seed Company, capitalized at \$18,000.

The property of the Pacific Seed Company at Arling, Idaho, has been purchased by the Long Valley Seed Company. Seed cleaners will be installed.

The Blotz-Hennemann Seed Company of Colorado was granted a permit to operate in New Mexico with an office at Clayton, N. M. in charge of A. A. Hennemann.

The three-story warehouse of N. Wertheimer & Sons at Ligonier, Ind., has been remodeled making it fireproof and up-to-date in every respect. It is operated by electricity.

Two new seed houses have been opened by the McNab-Young-Barclay Seed Company, Ltd., of Saskatoon, Sask., one at Saskatoon and the other at Calgary, Alta. A full line of cleaning and packaging machinery will be installed.

The business of the Bruns Seed Store at Washington, Iowa, has been discontinued and the stock and equipment is to be sent to Davenport, Iowa. Harry Warren has taken over the business under the name of the Warren Seed Store.

The J. W. Bash Company of Fort Wayne, Ind., and the Wayne Feed Company have consolidated and are doing a seed and feed business with J. W. Bash in charge of the seed department and E. K. Shalley, who is experienced in feeds, in charge of the feed branch of the business.

C. R. Easterly and S. L. Otis have bought the business of M. Block & Co., of Chattanooga, Tenn., and have changed the name of the firm to the Block Seed Company. Mr. Otis was formerly with the S. B. Woodruff & Sons Company and Mr. Easterly with M. Block & Co., for more than 18 years.

DURING the month of July, Galveston exported 1,262,000 bushels of wheat, compared with 1,399,417 a year ago. A year ago the port exported 17,142 bushels of rye; there were no exports of rye this year.

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# THE AMERICAN ELEVATOR AND GRAIN TRADE

## Hay, Straw and Feed

[Continued from Page 131]

Milwaukee, Wis., capitalized at \$10,000. The incorporators are A. T. Hummer, F. J. Sazama and Ross Hummer.

A new \$50,000 building is now occupied by the Simpson-Mintun Wholesale Flour & Feed Company at Fayetteville, Ark.

A one-story brick and concrete building is to be erected at Wilkinsburg, Pa., for Johnson & Smith, well known feed dealers.

The Genoa Feed Mills at Genoa, Ill., have been bought by C. Pulls, formerly manager of the Farmers Co-operative Company.

It is reported that the Tarkio Molasses Feed Company of Los Angeles, Calif., plans the erection of a \$350,000 plant in Los Angeles.

C. M. Storms, R. T. Storms and W. G. Bookel have incorporated at Clinton, Iowa, as the Hawkeye Feed Company, capitalized at \$50,000.

The interest of V. R. Cardwell, in the feed business of Masters & Cardwell at England, Ark., has been bought by his partner, E. T. Masters.

A. J. Struif has retired from the Struif Feed Company of Walton, Ill. Frank Struif and his two sons, August and L. J., will conduct the business.

On July 31, the firm of H. B. Jenkins & Co., which for 44 years has been handling hay and straw in New York City, discontinued their business.

A site at Osceola, Mo., has been bought by Elder & Duvall, dealers in feed, on which they will erect a one-story building in which to conduct their business.

Finnigan & Charlton, feed and flour merchants of Peekskill, N. Y., have dissolved. I. M. Charlton has retired and E. W. Finnigan will conduct the business.

J. W. Bash Company of Fort Wayne, Ind., and the Wayne Feed Company have consolidated and reorganized. E. K. Shalley and J. W. Bash have taken over the management.

A new feed store has been opened in the warehouse of the Great West Mill & Elevator Company at Hereford, Texas, by B. R. Dixon who for years was in the employ of the company.

W. E. Wadsworth has bought two large warehouses at Harrisburg, Ore., owned by the May & Senders Company. The feed grinder in the warehouse will soon be placed in operation.

The property of Fred Engelhard, consisting of feed and flour business which he has conducted at Sheboygan, Wis., for 27 years, has been sold by him to Anton Starich. He will retire from business.

A new steel and galvanized iron warehouse is to be built at Jackson, Tenn., for the Rainey-Mercer Commission Company costing \$4,000. This will give the company storage capacity for 6,000 sacks of seed.

The interests of William Comerford in the feed firm of Comerford & Clark at Appleton, Wis., are to be sold by him. He has been in the feed business for more than 38 years and is retiring because of old age.

Frank Olson and Ed A. Johnson have formed a company and will conduct the feed and flour business at Houghton, Mich., which Mr. Johnson has been operating. They will be known as Ed Johnson & Co.

The business of the Arcadia Hay & Grain Company of Arcadia, Calif., has been bought by the Citrus Belt Milling Company. The Arcadia company was formerly operated by John Kingston and D. C. Martin.

The Frisco Flour & Feed Store at Parsons, Kan., has been taken over by the Frisco Trading Company of which R. W. Evans will be manager. He will conduct a wholesale flour and feed business exclusively.

The Hoosier Mineral Feed Company has been incorporated at Greenwood, Ind., capitalized at \$10,000, to manufacture stock feed. Milton E. Scandrett, C. D. Scandrett, Earl E. Clore and A. M. Young are interested.

D. S. Wright and John Muhlhan have formed a company to be known as the Wright-Muhlhan Company with offices at 2417 Grand Central Terminal, New York City, and will conduct a hay business there. Mr. Wright is of Weedsport, N. Y., and is an

ex-president of the National and New York State Hay Associations. Mr. Muhlhan was formerly resident manager of the Gordon-Dawson Company of Boston.

The Hood Feed Company of Chattanooga, Tenn., is adding new machinery costing between \$7,000 and \$8,000 including an elevator for loading and unloading, automatic scales, grain cleaners, and corn-meal mill and dairy feed mill.

All feeds for livestock and poultry offered for sale in the State of Missouri must be legally labeled, and Missouri, according to the 1922 report of the Missouri State Board of Agriculture, is on the road to a complete enforcement of this act. The total number of feedingstuffs registered in that state in 1921 was 2,466; the number registered at the beginning of 1923 was 3,189. At the end of 1920 there were only 2,185 registered. The increase of feeds registered during 1922 was 723.

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One No. 8 Bowsher Grinder, \$80.

One No. 6 Monitor Warehouse Separator, \$225.

One 9x18 three-high feed roll, \$275.

Metal lined wood hoppers, 5x5, \$17 a piece.

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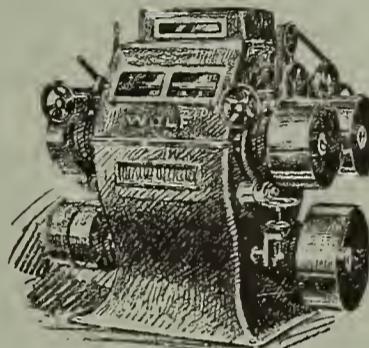
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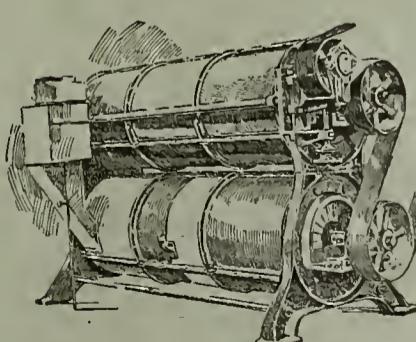
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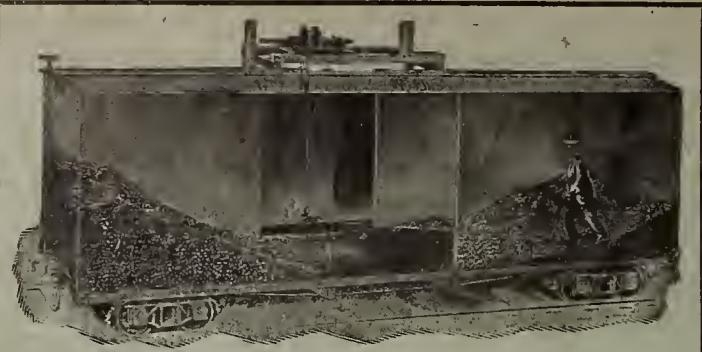
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